

# Guide to the Preparation of Selling Your Home



**ERIC MERRITT**  
Sells AZ Real Estate



**HOMESMART**

Each office independently owned and operated



# 1) Price

## Over Priced

**Very few  
Showings  
if any-**

**Time to Sell Req'd**



## Sweet Spot-

**Sells at the Best Sales  
Price/List Price**

**Time to Sell Req'd**



## Under-Priced

**Buyers can think something is wrong  
or needs work**

**Time to Sell Required**



**Price your home correctly according to your model/floorplan and to your competition based on acceptable CMA standards on a certain distance radius.**

# 2) Condition

## a. Exterior Paint



**Faded Exterior Stucco**

**Versus**



**Versus**



## b. Interior Paint



**Versus**



**Nice Neutral Colors**



**Versus**



**Too Dark of Colors**

**Coffee, tan, and other neutral colors**

## 2) Continued Condition

### C. De-Cluttering



**Way too much Clutter**



**Beautifully decorated**



**Too much Clutter in Kitchen**



**The right amount of decoration**

**De-cluttering is very important to selling a home. It will inhibit a buyer to visualize that that could be their new home. When looking at pictures on the internet via the MLS, often times a home will miss an opportunity from receiving a showing. Having just the right amount of décor will benefit greatly.**

# 3) Other Examples of Wear and Tear



**Hole in Bedroom Door**



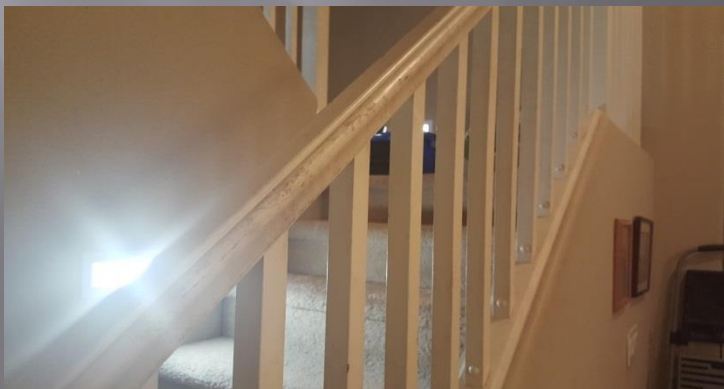
**Spa Cover Needing to be Replaced**



**Bathroom Vanity needing paint**



**Carpet with Stains**



# 4) Landscaping



Needing to be trimmed **VS.** Perfectly trimmed



Needs trimming **VS.** Perfectly trimmed



These are examples of what a home can look like before and one that is ready to sell. If you need any assistance in these areas, we can provide vendors especially if you are out of state so we can get your home ready to sell!

Call or text us at (480) 999-6061 or send us an email at: [emerritt@hsmove.com](mailto:emerritt@hsmove.com)