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How to Sell Your House For the Most Money In the Shortest Possible Time

Your imagination is the most powerful tool you have to improve the value of your property – and it's free. Here's how: Step out of your own shoes and step into your potential buyer's shoes. Then take a good, realistic look at your house and property, and consider: Is it appealing? Can you imagine yourself living there comfortably? Or do you imagine yourself putting in a lot of work to make the house and property acceptable?

Most buyers are interested in three things about a property they're considering

Visual appeal (landscaping, spaciousness, cleanliness, color, lack of clutter)

Maintenance (everything in working order, nothing to repair or paint)

Safety (locks and deadbolts, burglar/fire alarm systems, busyness of the neighborhood)

If a potential buyer can't form a good mental picture of living in your house – no sale! With this in mind, you'll want to give your property a good, hard look from the outside in. You want to create a fabulous first impression so everyone will want to come inside. (Next issue—Part 2 What to look for on the Inside and Outside)

Here's How A 25-Cent Upgrade Could Earn You \$500 to \$1,000 More When You Sell

If you have 60-watt bulbs or low-watt bulbs in your house, it can make the house seem smaller and less appealing, especially in the kitchen and family rooms.

Upgrade all your light bulbs to 100 watts and your house will appear bigger, more inviting and may just earn you extra money.

Home Front News

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Find Out How Much Your House is Worth Over the Phone—For Free

Before you decide to sell your home, the next step is to get an idea of the current market value of your property—based on the current market activity in your neighborhood, as well as the total market.

This can be done over the phone in just a few minutes.

When you call our office, we'll ask you some questions about your property that will allow us to prepare a market analysis for you that we can go over with you on the phone.

The World According to Greg

Hopefully, this quarterly newsletter will serve as an educational tool for both home buyers and sellers.

Rates are currently low...and so are housing prices. This makes it a great time to buy.

For your info...rumor has it that the acreage around the new Walgreens on 10th & Ustick in Caldwell is being looked at by a local grocery store. Hmmm.

Coming soon off 10th Ave – CUMBERLAND, a new, upscale subdivision with large lots, community pool, and walking paths.

If you have any questions, please feel free to call me anytime.

