



# Robin Talks Real Estate

## *New Rules for Selling Your Home in a Tough Market*

*Realtor Robin Jones*

It's no secret...the economy is changing which means the old school rules for home selling have changed too.

As soon as you start thinking of selling your home, find a Realtor you can trust and ask for advice. Have your Realtor make a list of improvements that will help you sell your home.

Home improvements don't promise the same return that they have in years past. Your Realtor can prevent you from investing in costly upgrades that ultimately won't help make the sale.

Consider a complete home inspection to identify critical issues. The home inspection industry estimates that for every dollar of perceived defect buyers want a \$2 to \$3 reduction in price. You can save a lot of money in the end by fixing things ahead of time.

People still need to be able to visualize their family living in the home. A little home staging and inexpensive cosmetic touches go a long way. Major renovations are no longer as important as fresh paint, clean carpets, spacious, uncluttered rooms, and a welcoming, problem-free exterior.

As always, the most important rooms to focus on are the kitchen and the bathroom. Buyers are willing to overlook a number of concerns if they are confident the kitchen and bathroom are move-in ready. However, don't do a complete remodel unless things are falling apart. Buyers will want to choose their own style for the rooms.

Remember, you don't have to figure it all out on your own. Trust your Realtor to guide you.

**Contact Realtor Robin Jones**

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