

## Obtain Your Complimentary Comparative Market Analysis

It's an exciting time in real estate this year! We are currently in a "seller's market." Certainly, a year ago, the industry was seeing an upturn in the market, and to see this current market right now, it's not surprising to learn that our supply of homes for sale is at an all-time low. The offers that are being presented to sellers are numerous. If your Realtor is pricing the home correctly, multiple offers will be in within 24 to 48 hours, and you will have your house sold in record time.

This can be a two-edged sword, because now, you become the buyer in a seller's market. There are ways to work around this: a) You can find the home you want to buy *before* you list your home; b) You can do a lease-back option in your contract where you lease back your home from the buyer for 30 or 60 days while you're looking for your new home; or, c) You can find a new-build, and work the sale of your home around the completion date of your new construction. These are just a couple of ways for buyers to maneuver in our current market.

Thankfully, too, our interest rates are still very low. Of course, you will want to contact your lender to find out what your individual rates would be, as each person's situation is different. Obtaining your **pre-approval letter** from your lender or a **proof of funds** letter from your banker is one of the first steps you will want to take when making the decision to list your home.

Remember, once you make the decision to sell your home, know that it will likely have a contract on it within the first 24 to 48 hours, so you will need to have the mindset when you decide to list that **YOU ARE MOVING**.

You will want to begin preparing for that move! There are many things to consider: What are you keeping? What are you getting rid of or need to give away? What do you really need? What can be thrown away? Start the process of removing clutter with these things in mind, and obtain your moving boxes. Start packing.

You will also want to remove personal items from your bookcases, walls, refrigerators, etc.; i.e., photos of your family members, children's artwork, etc. It makes it so much easier for the new buyers to picture themselves in your home when your family items are removed. Clear out your closets, and keep only a few items in your closet, especially if your closets may not be large walk-ins; this will make a smaller closet appear larger to the buyers. Make sure you do the same with your garage. Clear out any unwanted items, and pack everything you can. Stacked boxes in a garage while moving is expected, so you don't need to worry how that might look – after all, you're moving!

Fresh painted rooms certainly keep the home looking clean and up-to-date. Make repairs, replace carpet, appliances, windows, etc.; whatever you are willing to do will help in getting the offer you want. If you're unable to make any repairs, you can always use the "As-Is" option for selling your home, and that is a decision you will want to discuss with your Realtor. Don't forget to clean up the outside of your home, too – front and back yards. Curb appeal is very important, as it's the first impression of your home when a buyer pulls up and sees their potential new home. Once you've prepared your home for sale, buckle up! The offers will start coming in!

While you're out viewing homes, be prepared to make an offer quickly – in this market, homes are selling quickly, and you want to be able to make your highest and best offer on the property, and you'll need to discuss that with your Realtor, too. I like to provide a short checklist of things you like/dislike about a home; what makes you remember the home, and then having a rating of 1 to 10 on whether you would want to put an offer in on the home. This helps, especially, when you're seeing multiple properties in a day.

Are you ready? We could sure use the inventory!! I hope you choose me to help you find your next home – it could be the home of your dreams! If you'd like a Comparative Market Analysis (CMA) of your existing home, I am happy to provide that to you. There is a lot of information that is used to create the analysis, and I'm glad to do that for you. I'll be happy to answer any questions you may have, and I hope you get out in these next two weeks and enjoy Kansas City's 2021 Parade of Homes!

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