

# 3 Reasons Why Homes Sell Quickly

We often get asked why some homes sell quickly and others stay on the market for months – and even years. Basically, there are 3 main factors that make a home sell quickly – price, location and condition.

If your home has been on the market longer than you'd like, you may want to take a look at the 3 factors more carefully.

1. **Price.** If it's too high, you'll get fewer lookers and offers. If it's too low, it could lead to a bidding situation buyers would like to avoid. Talk with your REALTOR and ask if you are priced correctly for your home's location and condition.
2. **Location.** If your home is in a good neighborhood with a good school system, your chances of selling quickly increase greatly. If you're located next to a noisy freeway, you'll probably have to lower your price to encourage people to make an offer. Among the key factors most people consider when looking at location are proximity to work, schools, crime rates and the overall visual appeal of the neighborhood.
3. **Condition.** Most buyers these days are looking for move-in ready homes. There are many ways to create this look. First, a fresh coat of paint, new carpet or recently treated hardwoods will go a long way toward encouraging buyers to make an offer. New paint and floors are one less thing they will have to worry about as they face the overwhelming task of moving into a new home. With new paint and floors, your home will come across closer to new construction than an older home that needs lots of work. Second, clear out all of your personal items, such as photographs and kids' toys. You want to make it easy for prospective buyers to see themselves living in

your home.

The Osgood Team are experts at providing you analyses with which you can determine market price. When the Osgood Team lists your home, we walk through your home with you and discuss things you can do to improve the condition, provide you with professional businesses to help you make suggested modifications and conduct professional staging of your home.

Again, consider these 3 factors if your home isn't selling as quickly as you had hoped. If you have any other questions, please don't hesitate to call The Osgood Team at 303.810.5757 for a consultation.