

MOVING IDEAS

Five Tips For Selling Your Home

(NAPSA)—If you're readying for retirement, looking for a bigger home to fit your growing family or trying to set up a cozy spot for your empty nest, you're likely faced with the somewhat daunting task of selling your current residence.

Fortunately, there are some steps you can take to improve the chances of making an early—and potentially lucrative—sale, no matter what the market is doing. The experts at Long Realty offer these five tips:

1. Prepare to sell—As you get ready to sell your home, there are usually some simple improvements that can help you get the most for your house and sell it quickly. These include touching up the paint job, keeping the lawn neat and trimmed, cleaning the carpets and removing excess furniture to give the home a larger feel.

2. Learn its value before you list—Setting the right price before you list is critical to getting the most for your home and selling it quickly. Having a professional with experience in your neighborhood prepare a Comparative Market Analysis (CMA) gives you the facts and insight to set the right price.

3. Choose a professional—A great agent helps you better understand the selling process and gives you a number of advantages in selling your home. Their local knowledge of home values and their expertise in pricing and negotiating are important assets in getting the most for your house.

4. Marketing and networking—Getting the best price is about bringing you the right buy-



When choosing a new place to live, many people seek both business and leisure opportunities.

ers for your house. This is a combination of a solid marketing plan and targeted media exposure to reaching both local and out-of-town buyers.

5. Moving locally, nationally or internationally—If you're moving somewhere else in or out of the area, a relocation team can help make the transition easier. In addition to helping you sell your home, such a team can help you find a reputable firm at your destination and help you manage the move. To learn more about relocation teams, speak with your listing agent.

One increasingly popular relocation destination is Tucson, Arizona. The area offers an enticing combination of leisure and business opportunities, along with a warm climate and a wide range of choices when it comes to lifestyle and housing. The region's housing costs are generally said to be below the national norm and land is abundant. To learn more, or to request daily e-mail listings of new, available properties in the area, visit www.longrealty.com.