



# HOME SELLER TIPS

99 TIPS FOR SELLING YOUR HOME

MIKE MIFSUD

## Introduction

Every home owner wants maximum profit from the sale of their home. Selling and buying property involves cumbersome legal and other formalities, advertising and marketing skills and expertise in negotiation. It is wise to enlist the expertise of a local Realtor to achieve your real estate goals.

According to market experts, the price of housing is likely to jump an extra 5-10% each coming year. The shortage of homes for sale is one of the main factors that have caused a steep increase in the price. Although there is a very high demand for houses, and selling a house will earn you profit, conducting a sale is not as easy as you may think.

There are many small but important things to be taken care of, for attracting potential buyers. The service of a real estate agent alone may lead to success, however fulfilling some or all of the following helpful tasks will greatly add to your chances of a successful sale and potentially gain more money for your home.

Realtors generally deal with many properties at a time and therefore are not likely to give you their undivided attention during the entire selling process. Since you are the owner, you will naturally know more about your house than anyone else. You should know how to present your home to buyers, and to help them figure out what the specialties of your home are.

This e-book will guide you through the important things you should know before selling your home to maximum your selling price. Filled with several guidelines and checklists, this ebook tells you how to deal with the minor and major issues that may discourage a prospective buyer from buying your home.

*Note: When you hire a Realtor, they will perform most of the following tasks.*

I hope you will find this book a worthwhile source of useful information.



**MIKE MIFSUD<sub>s</sub>**  
**HOMELIFE TEAM**  
**EXPERIENCE YOU CAN TRUST**

# 99 Tips for Selling Your Home for Maximum Profit

## Before put your home on the market

**Tip 1 - Collect as much information as possible.** Months before your intended sale, prepare your home selling strategies. If your friends or relatives have worked in real estate, talk to them, but don't tell them you are thinking of selling your house. Ask them about mistakes they or their friends or relatives have made. Survey the entire landscape. Personal experience is the best source of knowledge and tactics.

**Tip 2 - Talk to a local real estate agent.** It is helpful to know from them how much your home is worth. While location is an important aspect in real estate business, it may be the least of your potential buyer's worries. Don't let the factor of location discourage you, or encourage you too much. *For a free online home evaluation visit: [www.BarrieHousePrice.com](http://www.BarrieHousePrice.com)*

**Tip 3 - Talk to your mortgage professional.** One of the biggest mistakes a home seller can make is assuming that they qualify for a new home. Ensure that you [get a pre-approved mortgage](#) for your next home. Don't be left on the street because you sold your home can't buy another home.

**Tip 4 - Talk to your current mortgage lender “Discharging” your mortgage.** Many people use the proceeds from the sale of their home to “discharge” or pay off their mortgage. If you have what is known as an “open” mortgage, you can pay it all off without any penalties. If you have a “closed” mortgage, be prepared to pay a few month's payments in penalties.

**Tip 5- Determine if your mortgage “portable”?** Many mortgages are “portable” meaning that you can take your mortgage money with you and buy a new home, without penalty. This can be a real bonus if the interest rate on your mortgage is lower than existing rates! If your new home is more expensive, and requires more mortgage, you'll have to borrow the extra money at the new interest rate and blend the amount.

**Tip 6- Tax Implications of Selling Your Home. Capital gains tax.** If the home was your primary residence, you will not have to pay taxes on any capital gain (the increase in the value of your home). If you had tenants living in part of your home, such as the basement, you may have to pay capital gains tax on a portion of your profits. You may also owe capital gains tax if you're selling a vacation property. Talk with an accountant to find out what you'll have to pay.

**Tip 7- “For sale by owner” (FSBO)** is touted as a great way to save thousands of dollars when you sell your home. If you are not 100% confident about selling your home yourself, don't. The fact is, most people who try to sell their own home end up using a REALTOR® in the end anyway. Before anybody decides to fly solo through this complex, time consuming and financially perilous process, they should consider the costly consequences versus the potential savings.

**Tip 8 - Market conditions.** An important ingredient when selling a home is market conditions. Market conditions are influenced by factors like interest rates, supply and demand of houses in your locality, competition and the general state of the economy.

**Tip 9 - Market Status.** Is it a buyer's or a seller's market? When there are lots of people looking for homes but not many for sale, this is called a 'seller's market', because the seller has something everybody wants. When there are more homes for sale and not many people buying them, this is called a "buyer's market" because buyers have more power of choice. A REALTOR® is the best person to consult about this.

**Tip 10 - How quickly do you need to sell your home?** In a seller's market, top price and a fast sale can go hand-in-hand. In a buyer's market, more sellers are competing for your potential buyer. If you have to sell right now, you may wish to lower your asking price a bit to speed up the sale. REALTORS® are masters at figuring the price-to-listing ratio and know how to attract offers without going unnecessarily low.

**Tip 11 - Why are you selling your house.** Spend some quiet time to yourself so you can gauge your true feelings about why you want to sell your house. If you have compelling reasons that force you to sell, this may affect your position as a seller. As the property owner, you should always be in the driver's seat.

**Tip 12 - Emotional attachment.** If you are emotionally attached to your house, and you feel that parting with it will affect you psychologically, assess how strong your attachment to your house is. Once your sale is over, there is no turning back. Sale contracts are legally binding on both parties.

**Tip 13 - How strong is your nostalgia?** A house is not only a physical structure. It is a refuge and a reservoir of memories of a family that built a future together. If you will spend sleepless nights regretting the decision to sell because your house means that much to you, you might be risking your mental health.

**Tip 14 - Financial difficulty.** Many people think of selling their house to get rid of financial difficulty. Your house is your only asset and perhaps the only asset that banks will look at if you apply for a loan. So never sell your house only because you need money. Instead, think about a loan.

**Tip 15 - Your house isn't a hotel!** You may hesitate to sell your house because you want your children to have a place to stay when they visit. If you really want to sell the house, this should be the least of your worries. Your grown children can perfectly manage on their own. After all, your house isn't a hotel!

**Tip 16 - Never let your friends derail you!** Your friends may discourage you against selling your home. Don't surround yourself with friends who like to foretell misfortune. These pieces of advice, no matter how well-intentioned, have no place in your goals.

**Tip 17 - Banish your fears.** Your fears and emotional ups and downs will only lead to inaction. You are selling your house to upsize or downsize, or to just make money. This thought will guide you and make you stronger as you go through the steps of the eventual sale.

**Tip 18 - Seasonality. Do home sales get frostbite?** Generally, winter sales tend to be slower, and Spring sales are more brisk. Regardless, there are always people looking to buy, and seasonality is only one of many factors to consider.

**Tip 19 - Get rid of the clutter.** Your house will feel a lot bigger and more inviting when you get rid of all the non-essential stuff lying around your house. Clear out those closets, remove bulky, unused furniture and rearrange the remaining pieces to make the best use of space. Fight your inner-pack rat at every turn. If you haven't used something in the past year, toss it, donate it to charity or sell it in a yard sale.

**Tip 20 - Rent a storage container.** If you have a lot of "stuff" the best way to remove it to help with clutter with items that you wish to keep is to rent a storage container and have it stored offsite. For more information; Visit [www.cubeit.ca](http://www.cubeit.ca)

**Tip 21 - Clean everything.** Cleaning is the single most cost effective way to make your home more attractive to buyers. Floors, windows, walls, doors, baseboards...everything! Give extra care and attention to the two most important rooms in a buyer's mind: bathrooms and kitchens. Once it's clean, keep it clean! You never know what day your ideal buyer will visit.

**Tip 22 - Clean and organize your basement.** Whether your basement is finished or not, most tend to make the basement a storage area. get rid of what you don't need to make it look presentable.

**Tip 23 - Clean out your garage.** Yes it's only a garage, but it should be organized and cleaned out.

**Tip 24- De-personalize your home.**

Remember, you want buyers to walk through your house and feel like it's their home, not yours! People just don't have good visual imagination. They won't see past your cluttered wall of family portraits, your collection of curling trophies or your 'eccentric' home decor. These things are guaranteed to prevent buyers from emotionally placing themselves in your home. Remove everything that's too much about you, and ask your REALTOR® for help deciding.

**Tip 25 - Never underestimate the power of paint.** Strong colours on the walls or wild wallpaper make it hard for buyers to imagine their furniture in your house. Consider repainting your home in bright, neutral colours that will enhance a room's size and look more inviting. Next to cleaning your home, paint is the most cost-effective way to increase your home's appeal, and attract offers.

**Tip 26 - Decks and patio.** Ensure that your deck and patio look good. A fresh coat of stain or paint can make a big difference.

**Tip 27- Do you have a swimming pool?** If your house comes with a swimming pool make sure the pool is clean and there are no floating algae or fungi when the buyers come and if you have an equipment shed make sure it's clean too. A swimming pool adds a lot of value to a house.

**Tip 28 - Add some beautifying touches.** Replacing tattered old curtains with some fresh draperies may make a world of difference. Mirrors on the wall will help rooms feel far bigger. A few new houseplants will add undeniable appeal. Pay special attention to the outside of your home. Trim the trees, weed the garden and consider planting a few new flowers. Your home needs to make a great first impression with some serious “curb appeal.” You don’t need to spend a fortune to make a big difference.

**Tip 29 - Lubricate your garage door.** Check whether your garage door mechanism works properly. Demonstrate to potential buyers that your garage is in tip top shape. Garage doors usually need to be inspected and lubricated once every two years, depending on how recent your garage door and mechanism are.

**Tip 30 - List of recent renovations.** Make a list of major and minor renovations you have made in the last five years. Display this list so that prospective buyers can see when they visit your house.

**Tip 31 - Clean bathrooms.** Pay attention to your bathrooms. Make sure they have good lighting, clean faucets and a shiny bathtub. A stained bathtub is unsightly. A bathroom that smells and looks clean can be a persuasion point.

**Tip 32 - Insulation and energy efficiency systems.** Buyers will ask you about insulation and energy efficiency systems in your house. Inform your Realtor about your heating system and insulation or other energy saving benefits.

**Tip 33 - Inspection of water heaters.** Check your water heater periodically, ensure it's working properly and no leaks are present.

**Tip 34 - Roof Shingles.** How long will your roof last? If your roof shingles are near the end of their wear life, it may be wise to replace the roof before putting your home on the market.

**Tip 35 - Pre-sale home inspection.** Earlier we provided tips on going around inside and outside your house to see what needs to be improved. A pre-sale home inspection is a good idea to find hidden defects. Consider hiring the assistance of a professional home inspector. He will examine those details that can make or break the sale. Generally, a home inspection includes checking plumbing, electrical, heating and cooling systems, roof shingles and attic insulation, foundation and structure etc.

**Tip 36 - A well written report.** See whether the professional inspector or home inspection company you engaged, provides you with a detailed report. A written, detailed analysis looks better to buyers compared to a fill-in-the blank forms and check boxes type of report. A detailed report demonstrates to the buyers that you have done your sacred duty as seller.

**Tip 37 - Display the home inspection report.** Show buyers that you are acting conscientiously and being thoughtful. This will make it clear that you are a serious seller. Make sure the dates are clearly visible on all reports. Show all corrected or repaired items indicated on the report.

**Tip 38 - Disclose all defects.** Show a written report of all repairs to the prospective buyers. This will eliminate unpleasant findings later that might affect the deal. Disclosure of defects and problems will reduce the time or process leading to the agreement. Non-disclosure of a fact, you are legally bound to disclose, can cause re-negotiation of sale price.

**Tip 39 - Inspect your well.** If you have a well, have it inspected. Many homes still have wells! Have the water quality checked. Display the written report to the potential buyers.

**Tip 40 - Inspect your septic system.** If you have a septic system, perform a percolation test. If maintenance is necessary, you either repair yourself before you sell, or disclose it to the buyers.

**Tip 41 - Clean your furnace.** If maintenance is necessary, have a furnace specialist service your furnace/heating system before you sell. Make sure your filter is replaced and take some time to clean around your furnace and hot water heater.

**Tip 42 - If you were buying your house.** After the reports made by the inspectors satisfy you, ask yourself, if I were buying this house, what would I want done or repaired.

**Tip 43 - Things you should fix.** There are three categories of things you should fix. 1), Legally required repairs, 2), Little things that make a BIG difference, 3), Big things that make a HUGE difference.

**Tip 44 - Prevent environmental hazards.** Take necessary steps to fix house problems that are environmental in nature. These are invisible hazards that can cause health problems for the buyers. Examples are harmful insulation material and asbestos.

**Tip 45 - Difference in attitudes.** Remember that - what may appear good to you, may not be good at all to your prospective buyer. No two people think the same way. Selling and buying a home are two different perspectives, two different persons, and two different mentalities.

**Tip 46 - Replace old switches.** Replace old light switches, doorknobs and water taps if they are worn. Make sure that whatever you put on, the buyers can take them off easily should they decide to do so.

**Tip 47 - Lighting system.** Even if you have the cutest house in the area with nice French bay windows, large backyard and a large landing area, buyers will not be attracted if the lamps and chandeliers are old and unattractive. Replace all the old lights and lamps.

**Tip 48 - 3. Attend to any hazards.**

Is there an electrical cord somebody could trip on? Is there a chair that will collapse if somebody actually sits in it? Fix it, or lose it.

**Tip 49- Replace leaking faucets.** Minor things like leaking faucets can make your prospective buyers hesitate. Faucets that have been leaking for some time show a homeowner's negligence regarding basic maintenance.

**Tip 50 - Repair doors.** Repair all doors that sag, don't close properly, squeak or have a knob missing. If you want to replace a door, visit your local home centre, where beautiful ready-made and custom-made doors are available.

**Tip 51 - Broken screens.** Simple things like broken screens with holes can be a huge turn off. So show consideration for your buyers by taking care of them.

**Tip 52 - Minor and major repairs.** Getting minor repairs done will help increase your chances of selling your house. But some experts opine that getting big things fixed will only mean profits for the contractor and buyer, not you. However, this is a matter of personal judgment.

**Tip 53 - Undertaking major repairs.** If undertaking major repairs will cost a huge amount, but if not done may substantially reduce the sale price of your house, think twice.

**Tip 54 - Renovations.** If you are thinking of renovating your house before selling, try to gauge a potential buyer's perspective. Try to keep things neutral, more mainstream, you want a buyer to like the renovations you have done.

**Tip 55 - Bring in a contractor.** It's a good idea to bring in a contractor to have a look at your house after the professional inspection. Contractors can tell you what should be fixed and what should be left alone. Some contractors specialize in preparing homes for sale. A contractor's opinion will be a worthwhile addition to the home inspection reports.

## **OK! You're ready to market your home**

**Tip 56- Hire a REALTOR® Who is Right for You.** There are many reasons why a REALTOR® is essential when selling your home but which REALTOR® is best for you? Let's face it, there are hundreds of REALTORS® to choose from and it's important to choose the right REALTOR®. Make sure they are a "Good Fit" and are experienced. Ask how long they have been licensed as a REALTOR® and if they work full time as a REALTOR®. Not all REALTORS® are created equal and remember you are selling what is most likely your largest financial investment.

**Tip 57- Interviewing candidates.** Don't be afraid to ask questions, or screen a few REALTORS® before deciding. Make sure you feel comfortable with them and that they show a genuine interest in helping you.

**Tip 58 - Let Your REALTOR® Market Your Home. However,** ensure your REALTOR utilizes high definition (HD) Photography and Videography (video tours) even better is 360° Interactive video tour.

**Tip 59 - Market conditions in your area.** Market conditions can vary from city to city. Recently, we've seen some big fluctuations in Ontario where prices spiked up in the first quarter of the year only to lose those gains through the balance of the year. Talk to your Realtor about current conditions before pricing your home.

**Tip 60 - Determine Your Home's Asking Price.** Lots of people out there want to buy your home. The right asking price will attract buyers' attention, and pay you a maximum return. **You don't want to set your price too low or too high. Setting too low a price** means you could miss out on thousands of dollars that some buyer would have happily paid. **Setting too high a price** can scare away willing buyers and leave your home on the market for too long. When you lower the price, people may assume you are under pressure to sell, and lower their offers even further. **Your goal is fair market value.**

**Tip 61 - Inclusions and Terms of sale.** Consider what's included in the sale. The more inclusions you have, such as kitchen appliances, swimming pool, hot tub etc., the more value to potential purchasers. Terms refer to things like closing date, are you flexible? Financing, are you willing to provide a take back mortgage?

**Tip 62- Staging.** Ask your REALTOR® if your home needs the touch of a professional stager. If you've already de-cluttered your home may show well as is. It doesn't hurt to get an opinion.

**Tip 63 - If you're also buying a home.** In this case, you don't really have to worry about playing the market. If you sell your existing home for a 'low' price, you're probably also buying at a low price. If you are upgrading to a larger home, this actually works to your advantage. Imagine when

your bigger home is on the upswing. If you're downsizing from a bigger home to a smaller home or a condo, you need to pay a bit more attention to the market.

**Tip 64 - Buy first or sell first? The eternal question.** Many people are able to time their sale and purchase so they happen on the same "closing date." Buyers can make their offer "conditional" on the sale of their existing home, to make sure they're not left paying for the upkeep of two homes. When selling, you can try to extend the "closing period" to give yourself more time to find your next home. REALTORS® are very skilled at this sort of negotiation, and can make your transitional life a lot easier.

**Tip 65- If you find your new dream home before you've even started to sell your old one.** Talk to your existing mortgage lender. You may be able to qualify to carry both homes depending on your financial situation. "Bridge Financing." can be another option, however, generally lenders (the bank) require a firm offer on your existing home.

**Tip 66- Be involved in your sale.** Even though you hire a REALTOR®, no one knows your home and area better than you do. You and your REALTOR® are a team. Help your REALTOR® by pointing out important information about your home and your neighbourhood. Create an information summary for your home and neighbourhood that you can provide to your Realtor and future buyer for reference. *Following are some considerations:*

**Tip 67 - Announcing sale.** Although your Realtor will market your property, there's nothing wrong with you announcing the sale of your house through word of mouth or by publishing on social media sites. Tell your colleagues at your office that you are selling your house. The views of your colleagues can serve as an accurate indication of what prospective buyers are also likely to be asking you.

**Tip 68 - The more people you reach,** the more prospects you have. Use as many resources as you can, to announce the sale of your house. Today, the internet is the best source to reach the most people cost effectively. Facebook, Instagram, Twitter, LinkedIn are some of the best social media sites.

**Tip 69 - Word of mouth.** Word of mouth is just as effective as advertising. Request your colleagues to inform their families and friends about your house sale. They may know of people who are looking for homes. The more people you tell, the more you boost your chances of reaching people you don't even know.

**Tip 70 - Your human resources manager.** After telling your colleagues, speak to the human resources manager of your organization. Tell them that if there are executives relocating to your area, you have a house to sell. The human resources manager may have been approached by other human resources professionals from other companies who are looking for houses for their executives.

**Tip 71 - Schools in your area.** Suppose there are reputed schools in your area. Young couples with school-going children may choose your home if there are public or private schools in your vicinity. For young families, schools are a top priority.

**Tip 72 - Fitness centers in your neighbourhood.** Do an inquiry of your locality's attractions. Facilities like parks, tennis courts, swimming pools etc. play a major role in the decision to buy a house nearby.

**Tip 73 - Centers of entertainment.** How many restaurants and movie theaters does your area have? What about concert halls and other cultural activities? Many couples go for a concert or a show to spend a relaxing weekend. A very cultural community filled with activities is a huge factor, not only for them, but also for their children.

**Tip 74 - Multi-cultural areas.** In multi-cultural areas, newly arrived immigrants always like to feel at home. A Sushi restaurant or a Jewish synagogue in your vicinity may attract your buyer. There are places where people of different communities mingle and share their views about languages, art forms, cuisine etc.

**Tip 75 - Is there a hospital in your neighborhood?** The presence of a hospital near the home you are going to sell will be a plus factor for families that have aging members, who may require medical help immediately in case of an emergency. Also, if your local area hospital is known for a particular specialization, make sure you let your buyers know.

**Tip 76 - Convenient transportation system.** How far from your house are the major highways and the next largest city? How efficient is your area's public transportation system? Proximity to a subway station is seen by many as a plus point because downtown parking is expensive.

**Tip 77 - Efficiency of services in your city.** Analyze how efficient are your city's services like garbage collection, recycling of waste materials, snow removal etc. The more you know about your locality's services, the better you can capitalize on these selling points.

**Tip 78 - Places of Worship.** Know where places of worship are located. Many buyers are motivated by the proximity of their favourite place of worship.

## **You're ready to show your home**

**Tip 79- Showing Appointments.** You should be flexible with showing requests. Ensure you are prepared to show your home at any reasonable time request. Refusing a showing appointment may cost you the sale.

**Tip 80- Make yourself vanish.** Don't be there. You want people to feel relaxed, and allow them to daydream that your home is their home. This just isn't possible with you there. Go see a movie, or if you have pets take them on a field trip.

**Tip 81 - 2. Lock away valuables.** Most people are decent, courteous and honest, but it's wise to stash valuables like jewellery, cameras and other small valuables. As added security, your REALTOR® will request a name and phone number from every visitor.

**Tip 82- Avoid cooking foods with strong aroma.** Almost nobody's dream home smells like smoked herring!

**Tip 83 - Clean your house.** When prospective buyers come to see your house, make sure there is nothing about your house that will distract them. The doors and floor should be clean, and if it is winter time, make sure the snow has been cleared.

**Tip 84- Pleasant Aroma a must.** Install air fresheners everywhere. Try to install one close to the front entrance. Having your home smell good, positively impacts Potential buyers immediately.

**Tip 85 - Remove dust.** Try to make your buyers feel that the seller has taste and class. Remove all dust and dirt before they arrive. Dust collecting trophies and souvenir items can make an ugly sight especially if they are thick with dust!

**Tip 86 - Lights and flowers.** Beautify your home with exterior lights and flowers. But too much beautification is not desirable.

**Tip 87 - Keep your yards clean.** When buyers look for a house, they generally concentrate on making adjustments inside the house. It is known to all, that part of the house buying process is renovation. But when they see that the outside of the house also needs major attention, they could get discouraged. So keep your front and back yards clean and your grass healthy, green and well-manicured.

**Tip 88 - Putting up notes and signs.** Putting up signs and notes to answer frequently asked questions is an effective way to point out to the potential buyer special features and benefits that are included with the sale and what are not included.

**Tip 89 - Turn on the lights.** Turn on lights before a showing occurs. A bright home is an inviting home.

**Tip 90 - Get your pets out.** Get your pets out of your house before your prospective buyers arrive. Some people are allergic to dogs and cats.

**Tip 91 - Winter time-** Shovel the driveway and ensure there's a clear path to your front door. clear off the deck too!

**Tip 92 - Summer Pictures -** If you're selling during winter months, lay out summer photos so visitors get a sense of how your yard and gardens look in summertime.

## **Offer time**

**Tip 93 - Receive an Offer.** The buyer's REALTOR® may want to present the offer to you. Again, with today's technology, most buyer's REALTOR® will most likely email their buyer's offer to your REALTOR®. Depending on the situation the Buyer's REALTOR® may request to be present to represent the buyer's best interests in the negotiation. The buyer will not be there, so you can review and respond to their offer without any awkward pressure.

**Tip 94 - Review the Offer completely before you make a decision.**

You and your REALTOR® will discuss the merits of the offer. Maybe it's time for a high five, or maybe it's time to plan your counter offer. You may also wish some private time to discuss things with your spouse.

**Tip 95 - Price Negotiation?** If you price your home competitively you should not have to move much if negotiation takes place. As Seller, you of course, want the highest price and Buyers want a good deal and will try to negotiate to bring the price down. They will come up with all kinds of arguments to convince you to lower your price, but do not take this personally and let emotions get in the way of the sale.

**Tip 96 - Principal ingredients of your contract.** The Agreement of Purchase and Sale is a contract drawn up and must include details like offer price, address of property, closing date, deposit amount, conditional clauses and time constraints, transfer of funds details, items included and excluded from the sale, conveyance of title, insurance matters etc. and other such things that are typically part of a sale contract for property.

**Tip 97 - Signing the contract.** Your Realtor will guide you through the offer process. If you are not agreeable to the offer, whether it's a specific concern or a combination of issues, the Realtor will sign back or counter offer back to the buyer.

**Tip 98 - Down payment.** Consult your Realtor about asking for a down payment from the buyer. Down payment is called “earnest money” by some people. Some contracts require it to protect the seller, by making the buyer live up to his commitment to buy the property, within a reasonable amount of time.

**Tip 99 - Closing Details.** Your Realtor will recommend a real estate lawyer that will handle all the paperwork, mortgage documents, title insurance etc. The will receive the monies from the Buyer's lawyer and forward the proceeds to your new home or the proceeds to you directly.

### **A bit about me:**

I am the Broker of Record and Owner of Homelife Nu-Key Realty and have been in the real estate business for more than 36 years.

The real estate business has changed a lot in the past 36 years. Advancement in technology has changed the way we communicate, learn, socialize and do business. What hasn't changed is the need for knowledgeable, experienced and trustworthy help with buying or selling a home.

Over the years, I have built my business by treating my clients like family. I assist my clients by providing exceptional service and utilizing my many years of and experience knowledge to guide and protect them, and providing straight-forward honest advice.

My clients appreciate the fact I don't sugar coat the truth, or worse...just tell them what we think they want to hear, because that's what sounds better. That's not how I operate. My integrity and reputation is of utmost importance to me. My clients appreciate and understand the importance of knowing the truth, so I operate with total transparency.

This approach allows me to get the best results for my clients, because they are able to make the best decisions- based on truth and fact.

I am truly passionate about my work and thoroughly enjoy helping my clients buy or sell a home and to see them so happy and excited achieving their real estate goals.

I hope you have enjoyed reading “**99 Home Sellers Tips**”. I'm sure you have lots of questions now. Feel free to give me a call or send me an email. My contact information is below



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