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## Selling Advice

Your home is more than an architectural structure. Often, it's an extension of who you are – your personality, style and values. That's why selling it can be an emotional experience. But it can also be exciting and rewarding. This section provides some simple home selling tips that can help lead you to a successful, timely sale.

### Home Selling Tips & Advice

Once you've made up your mind to sell your home, you need to do your "homework" – and General Realty Of Tennessee is a great place to start! Getting a signed contract is a great accomplishment, but that's only half the journey. The typical home sale today involves more than 20 steps after the initial contract is accepted to complete the transaction.<sup>1</sup>

A real estate professional can provide the experience and local knowledge to guide you through the entire process, and selling your home within the ideal time frame and at the most effective price point. As the representative of your best interests, your General Realty Of Tennessee Agent has state-of-the-art marketing resources to showcase your home's best assets, and help you determine what improvements will make the biggest difference.

Much of what needs to be done before the closing is the responsibility of appraisers, loan processors, attorneys, and inspectors. Your General Realty Of Tennessee Agent's role also includes coordinating those responsibilities, helping to ensure that others do their jobs promptly and correctly.

Many steps between contract ratification and closing involve the cooperation of both buyer and seller, and attentive real estate professionals on both sides of the transaction will troubleshoot and keep everyone on track.

<sup>1</sup> Source: National Association of REALTORS®

