

“How to Sell Your Mobile Home Quickly in Today’s Market. . .”

Dear Mobile Homeowner,

If you are interested in selling your mobile home quickly, there are some important tips which will help you get your home ready to sell and get the most money for your home. With a little bit of effort on your part, your home will be on the market, and you will be able to begin showing your home to prospective buyers.

Tip #1- Price your home to sell!

When getting ready to sell your mobile home, you must first decide how quickly you wish to sell your home. Realize that if you want to sell your home for a higher price that you may have to wait longer. If you are looking to sell your home quickly, the lower you set your sale price, the quicker you will be able to move your home.

Tip #2 – View your home through your Buyer’s eyes!

When you have decided to put your home on the market, take a tour of the home as if you were the buyer. Start in front of your home on the curb. Take notes on the appearance of your home, the yard, the front door, the shrubbery etc. Write down things that you feel need a little sprucing up. Take special notice of the flooring, the kitchen and bathrooms. In a mobile home, it is important to note the condition of your ceiling. Are there water spots and evidence of leaking? Buyers will notice things that you have become accustomed to and don’t believe are a big deal. Your home may have had a leak in the past but is currently not leaking. Spots on the ceiling will make the buyer unnecessarily uncomfortable. You may need to paint the ceiling or walls which show evidence of water damage in the past. Make sure that you take care of the leak before you repaint the area.

Tip #3 – Clear out the clutter!

Observe each and every room for clutter. The new buyers want to feel that there is plenty of space for all their furniture and belongings. If the home is filled with clutter, it will feel smaller to the prospective buyer. Clean out closets, drawers, and floor space. Donate unwanted items to a charity. Remove any furniture that you no longer need. If you have a storage shed or place to store items, box up your belongings and put them away until you move. Your home will feel more roomy and be more appealing to a new buyer.

Tip #4 – Do a thorough Clean up and keep it clean for showings!

Give your home a good cleaning. Make sure it is presentable to a prospective buyer. Take special notice of the kitchen and bathrooms. Remember to keep it clean for showings.

Tip #5 – Touch up and Repairs!

You may need to do a little painting to brighten up your mobile home. Consider painting the kitchen cabinets white and replace the knobs with new ones. You may consider replacing other worn hardware such as doorknobs, light fixtures, etc. Check your windows for broken glass and torn screens. Replace the glass and repair damaged screens. These kinds of repairs will help you find a buyer faster than your competition if they have not made these types of repairs. Most people prefer a home that is ready to move into without having to put additional expense into fixing it up.

Tip #6 – Curb Appeal and First Impressions!

The first impression left with a buyer is probably the most important aspect of selling your mobile home. Make sure the yard is tidy. Remove trash and debris from sidewalks and decks. Cut the grass, trim the bushes and pull weeds from the flower beds. You can add color to the front porch fairly inexpensively by putting silk flowers in a flower pot. Make sure the walk is swept and clean. The appearance of your home will make a lasting impression for the buyer and you want this to be a positive one.

Tip #7 – Stage the Home!

Before showing your home, it needs to look it's best. You may need to reorganize closets, move furniture around and add items that bring emotion to the buyer. You can place pretty towels in the bathrooms and kitchen. Flower arrangements always add color and liven up the room. In the winter, you might put a fire in the fireplace. Consider doing anything that will add ambiance to the room. Make sure lights are on and ceiling fans are in motion. These are all things that will be noticed by the buyer as they try to imagine this home as their own.

Tip #8 – Spruce up Bathrooms and Kitchen!

Before you show your home, fix leaky faucets and replace damaged caulking. You may want to replace the shower curtain with one that matches your décor. If your kitchen cabinets are wood, you might try to put a wood polisher on them to reduce the scratches and make them shine.

Tip #9 – Offer an Incentive!

You can make your home more attractive over your competition by offering to pay one month's lot rent for the new buyer. This helps them with the upfront money that

is needed when trying to purchase a new home. This is probably something that the competition is not doing and makes your deal a better one.

Tip #10 – Market your Property!

Put a large “For Sale” sign in the window of your mobile home. Make sure you write legibly and put all your contact information on it. Make sure the writing is large enough to be viewed from the street. Many times the writing is too difficult to read. Since most parks will not let you put a sign in the yard, a large window sign works great. Put an ad in the local papers. Often times the smaller papers are much less expensive and get a lot of exposure. An example of this would be the American Classifieds or Thrifty Nickel. Often times the park office has a bulletin board that you may post your mobile home for sale. You may consider putting a flyer in the coffee shops and restaurants on the bulletin boards. Craigslist.com offers free advertising online if you have computer access.

Tip #11 – Ask Friends and Family for help!

After you have taken some of the steps to prepare your home, ask your friends and family for an honest opinion of your home. They may be able to give you valuable feedback into the appearance of your home and any drawbacks that you may have overlooked or are unaware of. Most of the time, they will be open with you and this helps you get a good feel for the condition of your home.

Tip #12 – Offer Owner Financing!

If you are able to offer owner financing to your new buyer, this will give you access to many more prospective buyers than if you need to have cash in full at the time of sale. Many customers looking to buy mobile homes do not have the cash available and need financing. If you are running short on time and will be facing double payments, you may want to consider carrying the financing. However, there are some drawbacks to consider. You will have to do more paperwork. You won't be able to get all of your cash out at the time of sale. Also, the new buyers may not follow through with payments to the final purchase. If this happens, you would need to market your home over again and resell it to a new buyer.

What happens if it won't sell?

If you have tried many of the above suggestions and are still having trouble selling your mobile home, you should reconsider the price. It is most likely priced too high. Remember, what you want for your home and what the market says it is worth can be 2 very different things. It doesn't matter if you've spent time and money fixing it up, the mobile home will only sell for what the market will bear.

We hope you have profited from our “Free Special Report”. It was brought to you by Dynamic Home Solutions, LLC. **We specialize in Buying and Selling Mobile Homes and offer great owner financing for buyers!** If you are having trouble selling your mobile home on your own, please give us a call and we can make you an offer on the spot. We are fair and strive for a win-win situation every time. We can offer you a fair price for your mobile home and close very quickly!