

Selling Historic Homes

Historic homebuyers are looking for the special appeal and quirkiness found in older homes that have preserved the charm from a particular period, which is why some of the best advice for selling a modern home doesn't work for historic homes.

If you are planning to sell a historic home, the National Association of Realtors recommends that you emphasize the history and craftsmanship of your home — tell a good story. If you don't already know your home's history, explore town histories and city directories. Reach out to experts such as local historians and archivists. Consult the National Register of Historic Places.

FIND THE RIGHT REAL ESTATE AGENT

Because there are different elements to selling a historic home (for example, painting everything in neutral colors may not be the best idea),



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REAL ESTATE 101

Be Careful When Renovating Historic Homes

When preparing to sell your historic property, you may dabble with the idea of renovating. But doing so should be done with a careful hand. Resorting to the latest trending interior design styles can be a big mistake, according to HomeLight. Instead, focus on preserving the distinguishing features of your home that make it so charming, not covering them up. It's all those quirks and architectural characteristics that make your historic home unique and will inspire the right buyer to make a competitive offer.

find a real estate agent who either specializes in selling historic homes or has enough experience to do it well. Find an agent who is aware of the specialized strategies needed to sell historic homes.

Start by asking about their experience and listen to see if they are passionate about it.

Ask them for their stats — how many historic homes have they sold? What percentage of their yearly home sales are made from historic properties?

Then find out what their pre-listing strategies are. Go with an agent who does a walkthrough of your home and will prepare a tailored

strategy. The strategy should honor the unique characteristics, historic style and look of your home.

Pricing a historic home requires its own strategy, too. Ask the agent how they will go about this, especially if there are not comparable historic homes in your neighborhood.

TIPS FOR SELLING YOUR HOME

HomeLight consulted with a historic home restorer and a real estate agent who sells classic and historic homes. Here are some of their tips for selling a historic home:

- Be careful about renovations. The wrong kind will ruin the historic appeal of your home.
- Make modern updates where needed — particularly the kitchen and the bathroom.
- Obtain an easement for your property to protect it against future alterations that would remove its historic value.
- Stage your home in a way that shows off its vintage elements but isn't cluttered or filled with pieces that make it look like a museum.
- Be prepared to share the numbers that tell your home's story from when it was built to when renovations were done to average utility costs.
- Be ready to tell the home's history — who lived there and why is it a historic property? However, make sure everything you share is true. If something is based on oral history and you have no proof for it, state that.
- Be aware of any restrictions on the home to renovating it, tearing it down or any other alterations.



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HOMEWISE GLOSSARY

VA Mortgage: Typically a 100% loan made to veterans. They must qualify by providing proof of eligibility. When selling a house originally purchased through VA eligibility, the veteran should get a "Release of Liability" so that he can obtain a VA loan in the future. **SOURCE:** MLS.com

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