

## A Message from the President of the Youngstown Columbiana Association of REALTORS®

### SOME HELPFUL STEPS WHEN SELLING A HOME WITH PETS

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Meet Mr. Bentley Baby Boy Bear Gonatas. He is the newest addition to our home. (Clearly, I only helped pick the first name). Of course, we all love our animals; however, when listing your home for sale, many potential buyers will not be as in love with your pet as you are. In fact, your pet might be the reason why some buyers bypass your home entirely and move to a pet-free option.

#### **The Problem Prospective Buyers Have with Pets**

Many buyers will say two reasons prevent them from touring homes with pets:

1. They are not comfortable around pets--especially dogs--and won't enter a home that currently has one.
2. Your pet changes the way your home smells. Some buyers won't buy a house they feel has a pet odor.

The good news is that you can do things to ensure that your pet and prospective buyers are comfortable.

#### **Relocate Your Pet**

You might not like the idea of living without your furry friend, but it's an option you may have to consider selling your home. If you have a friend or relative willing to provide a temporary home for your snuggle buddy, consider their offer. It will be suitable for both your dog and prospective buyers. Your animal won't have the stress of strange people coming and going, and prospective buyers will be comfortable while your house.

#### **Create a Safe Place for Your Pet**

If providing your pup with a home away from home isn't an option, provide them with a secure place while prospective buyers tour your property. This can be a neighbor's house, an outdoor kennel, or even an indoor crate. It's important that your pet is comfortable in this area before prospective buyers start walking through your home.

#### **Clean up After Your Pets**

First impressions are essential during the home selling process. Before prospective buyers arrive, clean your home thoroughly. This includes: putting toys away, cleaning litter boxes, vacuuming pet hair, and laundering pet beds. Make sure your pet looks groomed and well-cared for.

#### **Repair Pet Damage**

Go over your entire property and repair any damage your family pet has done. This includes: Fill or patch spots in the yard, replacing stained or damaged carpets, repairing or removing damaged furniture, repairing or replacing torn or chewed drapes/curtains/blinds.

### Consult Your Veterinarian

Selling your home is stressful for you and your pets. In addition, it can take a toll on their health, particularly if they're a senior pet or one that already struggles with health issues. Talk to your veterinarian about what you can do to make the process easier for your pet.

Throughout the entire process, make sure your pet knows that they're still an important member of your family. I enjoy the time I get to spend with you every other week, and I appreciate you taking the time to read the articles I provide to you. I cannot stress how important it is to consult with a REALTOR before selling or buying your next home. Thank you for reading and make it a great day!

*Dennis Gonatas is the 2022 President of the Youngstown Columbiana Association of REALTORS®*

<b>County Totals</b>					
<b>County</b>	<b>Total Unsold Homes</b>	<b>Homes sold in last 90 days</b>	<b>Average # of Homes Sold Each Month</b>	<b>Months of Inventory Left</b>	<b>Odds of Selling in 90 days</b>
<b>Mahoning</b>	288	612	204.00	1.41	212.50%
<b>Trumbull</b>	234	495	165.00	1.42	211.54%
<b>Columbiana</b>	161	188	62.67	2.57	116.77%