

TIPS FOR SELLING YOUR HOME

"Working Together, we'll make a GREAT TEAM!"

IN GENERAL:

Try to look at your house through the buyer's eyes as though you've never seen it or been there before. Any time or money that you spend on the following items will bring you more money in return, and hopefully a faster sale.

OUTSIDE:

CURB APPEAL REALLY WORKS! Check the condition of the house—especially the front door and trim. Paint or polish if necessary, and sweep the front porch. Clear rains gutters and check the roof for dry rot.

KEEP THE YARD TRIM AND TIDY. Go around the perimeter of the house, and move all garbage cans, discard wood scraps, and other refuse. Look at the plants; prune bushes and trees, and make sure that no plants block the windows. Weed all planting areas, and remove any dead plants. Keep lawn freshly cut and fertilized.

WASH THOSE WINDOWS. Nothing costs so little and adds so much as clean windows. Dark rooms do not appeal and look small.

CLEAR PATIOS OR DECKS of all small items, such as small planters, flower pots, charcoal, barbecues, toys, etc.

INSIDE:

DECORATE FOR QUICK SALE. Faded walls and woodwork reduce appeal. Wash or polish interior doors and paneling. Clean carpets and drapes that need it. Take down, or rearrange certain pictures or object on walls and patch or paint them if necessary.

REPAIRS MEAN REWARDS. Fix those sticking doors and loose knobs, warped cabinet doors and other minor flaws. They detract from home value.

LET THE SUNSHINE IN. Open the draperies and curtains to make your house cheerful. During showings, turn on all the lights and lamps.

FIX THAT FAUCET! Dripping water discolors sinks and tubs and suggests faulty plumbing.

FROM TOP TO BOTTOM. Display your attic and garage by removing all unnecessary items. Pack unneeded things in boxes and stack them neatly out of the way, or rent a storage unit.

MAKE CLOSETS LOOK BIGGER. Neat closets show that space is ample. Pack unused clothing in under-the-bed storage boxes. You'll be one step ahead in moving.

INSIDE:

SAFETY FIRST. Keep stairways clean and avoid cluttered appearance and possible injury.

A SPARSE KITCHEN helps the buyer mentally move *their own* things into *your* kitchen. Clear all unnecessary objects from the kitchen countertops. If it hasn't been used for three months, put it away. Clear refrigerator fronts of messages, pictures, etc.

BATHROOMS HELP SELL HOUSES. Repair caulking around tubs and showers. Remove any unnecessary items from countertops, tubs, shower stalls, and commode tops. Keep only your most needed cosmetics, brushes, perfumes, etc. in one small *group* on the counter. Coordinate towels to one or two colors *only*. **MAKE THIS ROOM SPARKLE.**

REARRANGE ROOMS NEATLY. Remove excess furniture. As owners, many times we have too much furniture in a room. This is wonderful for our own personal enjoyment; however, when it comes to selling, we need to thin out as much as possible to make rooms appear larger.

REMOVE THOSE UNNECESSARY OBJECTS THROUGHOUT. Keep decorative objects on the furniture restricted to groups of 1, 3, or 5 items.

PETS? Keep them out of the way and preferably out of the house. Have the children take them for a walk when the house is being shown.

AVOID HAVING TOO MANY PEOPLE AROUND. The customer will feel like an intruder and will hurry through the house.

MUSIC IS MELLOW but not when showing a house. Turn off the radio and stereo and TV. Create an atmosphere conducive to talking.

SILENCE IS GOLDEN! So be courteous and helpful and then be quiet!

WHY PUT THE CART BEFORE THE HORSE? Do not try to sell the furniture to a prospect before they have purchased the house.

SPECIAL TREATMENT! Fresh baked cookies or pastries will make your home smell fresh and spicy.

A FIRE IN THE FIREPLACE is cozy and inviting on a cold, dark day or in the evening.