

15 Tips to Help Your Home Sell Faster and at a Better Price



1 FIRST IMPRESSIONS ARE THE MOST LASTING.

Remember that when a prospect comes to look at your house - the first impression (curb appeal) is vital. Your front lawn and other landscaping should be neatly trimmed and mowed. The walk should be swept and, in winter, remove ice and snow from walk and steps. The front door must be clean and fresh looking, the doorbell in working order.

2 LET THE SUN SHINE IN.

Open the drapes and curtains. Turn on all lights in the house. Clean the windows so that a prospect can see how bright and cheerful your house is. Dark and dreary rooms do not appeal to most potential buyers.

3 TOP TO BOTTOM.

Let prospects see the full value of your attic, basement, garage and other utility/storage spaces by removing junk, cartons and other articles. Neatly stack cartons, etc. If the storage spaces are dark and dreary, a coat of paint or extra lighting can do wonders.

4 LET THE PROFESSIONAL DO IT.

Do not be in the home during the showings. Let our professional salespeople talk to the customer - about selling price, terms, possession date and other factors. Our salespeople have been specially trained and have the experience to bring negotiations on your house to a satisfactory conclusion.

5 LOVE BIG CLOSETS!

We all love closets and you can make them look even bigger by having them clean, neat and well organized. Get rid of old clothes and cartons that take away from the spacious look.

6 SAFETY FIRST.

Keep stairways and corridors clean and clear of clutter. In addition to being unattractive, clutter causes accidents.

15 Tips Continued

7 DECORATING FOR A QUICKER SALE.

Faded walls and worn woodwork will reduce the appeal of your house. A minor investment in paint and floor coverings will pay bigger dividends to you in the form of a better price and quicker sale. Stick with earth tones - off white paint and tan carpet won't clash with anyone's plaid sofa. Fresh white paint can work wonders with dreary basement walls. The more like new you can make your home, the better it will sell.

8 FIX ANY LEAKS.

Fix leaky faucets; dripping water suggests faulty or worn-out plumbing (major repair bills); discolored, rust-stained sinks are also warning signs, so should be properly cleaned.

9 BATHROOMS SELL HOMES.

Make bathrooms sparkle. Clean stained sinks and bowls, repair any damages or discolored caulking around bathtubs and showers, be sure towels and area rugs are bright and sparkly, make certain all light fixtures and bulbs work.

10 WAKE UP YOUR BEDROOMS.

Keep bedrooms bright and cheerful, open the drapes. Remove excess furniture to avoid a crowded look. Use attractive and colorful bed linens and spreads.

11 CAN YOU SEE THE LIGHT?

Illumination in your home can be the "welcome" sign for every prospect. Turn on all of the exterior and interior lights when showing your home at night.

12 PUT PETS OUTSIDE.

Dog may be man's best friend, but not when showing your house. Keep all pets out of the way and not underfoot. For example, in a kennel or take them with you during showings.

13 SILENCE IS GOLDEN.

When showing your house, turn down, or off, radios or television sets. Let the Realtor and buyers talk freely without having to yell over the noise of a blaring radio.

14 LITTLE THINGS MEAN A LOT.

Loose door knobs or cabinet pulls, sticking doors and drawers, wobbly hinges, stuck windows - all are negative factors. Take a few minutes to check and repair all these seemingly minor flaws, since they do detract from the value of your house.

15 BY APPOINTMENT ONLY.

We recommend that your house be shown by appointment only. Through our office, we will schedule all showings, including those from other real estate offices. Your cooperation is needed to make certain the house is ready to show when called.