

Helpful Hints for Selling Your House

Marketing a house is a *team* effort! I *need* your help to get you the *highest* possible selling price for your house, in the *shortest* period of time and with the *least inconvenience* to you! I know from past experience that the following tips will help bring a higher selling price. This is just a list of reminders that I hope you will consider. Remember that showings can happen at any time and with little advance notice. Perhaps a Buyer will drive by first to decide whether to see inside! Look at your house from a prospective Buyer's point of view: what would you think? Look back in time and remember what attracted you to the house.

First Impressions Count: Buyers will *judge* the inside by what they see first:

- a well manicured lawn, cleanly swept with edged sidewalks;
- freshly painted front door and mailbox;
- absence of clutter in the yard and driveway;
- clean windows;
- trimmed trees and shrubs, freshly planted seasonal flowers;
- concrete (or black top) in good repair.

Cleaning and decorating SELLS!

- fresh paint where needed;
- clean ventilating fans, ceiling fans and other fixtures (no cobwebs);
- kitchen floor in good condition;
- counter areas open and uncluttered;
- faucets not dripping;
- cleans towels in the Bathroom;
- doorknobs, drawer handles, windows and doors operational;
- fireplace clean with logs on display;
- all light bulbs and switches working (burned out *or* missing light bulbs look bad);
- caulking in showers and tubs in good repair;
- excess furniture stored elsewhere (let buyers see where their stuff will go);
- excess clothing and other items stored elsewhere (keep closets looking spacious).

When It's "Show Time":

- make your home as appealing as possible, from the curb and throughout;
- maintain comfortable temperatures and keep the house well ventilated;
- open curtains and draperies, turn on the lights;
- turn off the television and play low, soft music;
- put cats and dogs in the yard;
- remove dirty dishes;
- use fresh flowers or other scent enhancers (*avoid* burning candles!);
- make the beds.

Showing" your house may often be inconvenient and/ or frustrating (agents may be late *or* fail to cancel) **BUT** it is an important part of the process and will determine the amount you get offered. The quicker we get a good offer the sooner showings can be stopped!