

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 and the best *terms*, in the *shortest* period of time with the *least inconvenience* to you! This is a list of reminders that I hope you will consider. Remember, showings can happen at any time *and* with little notice. Many buyers 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? Do you remember what attracted you to your house?

First Impressions Count: buyers may *judge* the inside by what they see outside

- a well-manicured lawn with swept and edged sidewalks;
- a 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 be inconvenient and/ or frustrating (agents may be late *or* fail to cancel) *but* it is an important part of the process. The quicker we get an offer the sooner showings can be stopped.

There is no time for inexperience, empty promises *or* false expectations!

HIRE WISELY: We are not "all the same"!