



## Suggested tips for selling your home:

- **The First Impression is the Only Impression** – Your yard is the first thing a buyer sees and no matter how nice the interior of your house looks, a buyer may have judged your home by what they see when they pull up to the driveway. You never get a second chance to make a first impression. Keep your lawn mowed, well manicured, plant shrubs and brightly colored flowers. It is important to make people feel warm, welcome and safe as they approach the front door.
- **Update, Don't Upgrade** – Quick fixes such as updating usually pay off in selling a home; but you may not get your money's worth on a major home project prior to selling. Little things matter, so before selling make updates such as: painting, lighting improvements, fixing leaky faucets, modernizing door handles, cabinet hardware and, if necessary, address the flooring.
- **Light It Up** – Maximize the lighting in your home. Take down drapes, clean the windows, and increase the wattage of your light bulbs. Do whatever you need to make your house look bright and cheery. Aside from location, the amount of lighting in a house is a key factor for buyers.
- **Erase All Evidence of Pets** – Make your home look as though no pets live there. Eliminate pet odors and make sure all pet fur has been removed from carpet, flooring and furniture. Shampoo or replace carpet and repair any fencing or sod if necessary.
- **Fix A Problem** – Do not try to hide a significant problem. Either fix it ahead of time, price the property below market value to accommodate the repair(s), or price the property at your desired amount and offer the buyer a credit to fix the problem.
- **Remove the Clutter** – Keeping a home filled only with the necessities makes the rooms look bigger and brighter. Make sure closets, basements and garages present in a neat, orderly manner. It is important to depersonalize the interior of your home. The more collections, family photos and memorabilia you have displayed in your house the less potential a buyer has to imagine himself living there.
- **Clean** – No one wants to purchase a dirty home. Make sure your home is always kept clean. If you do not have time to do this yourself, hire the services of a local cleaner or professional service.
- **Always Be Ready to Show** – Your house must be "show ready" at all times. You never know when a buyer will walk through your door. You must be available to have your house shown at all times. Keep the sink free of dirty dishes are in the sink or on the kitchen table, beds are made and bathrooms clean.