

Tips for Sellers

When presenting your home for sale, the most important thing to remember is “packaging.” Whenever a prospective buyer first sees a picture or drives by your home, he forms a first impression in a matter of seconds. A negative first impression leaves little room for recovery.

- Trim any overgrown shrubs and trees. Keep the lawn neatly trimmed at all times.
- Be sure the area around the front door is kept extra clean. Use a little paint to spruce up the area if necessary.
- Keep the garage door closed at all times.
- Make sure any outdoor lighting is in good working order.
- Make sure sidewalks and driveways are clean and free of debris or clutter.
- Now, get in your car, drive around the block, and come back to your home. How does it look?

Now, it is time for the second impression. Take the time to make the inside as special as the outside. There are many things you can do to improve marketability without major expense.

- Clear the clutter. Almost everyone tends to accumulate “things”. Evaluate your collection to determine what is not needed on a daily basis. Have a yard sale or pack excess items. An area with few items creates the illusion of more space.
- Clean, clean, clean. Be sure the home remains extra clean at all times, especially floors and carpets. Be sure all bathrooms are clean with fresh towels. Many times you will have short notice of a showing.
- Be sure all light bulbs are burning and all lamps are functional.
- Keep window coverings open if at all possible.
- If you have a pet, make sure there is no odor. If at all possible, make arrangements for the pet to be removed from the home during showings. You want a prospective buyer to see your home, not your pet.
- Now, get a neutral party to walk through your home to give you an objective opinion.

This is only a condensed list of helpful tips. Contact me directly for a more comprehensive list.