

# **BEFORE THE SIGN IS PLACED IN THE YARD**

## **HELPFUL HINTS FOR SELLERS**

### **Property Preparation**

Many buyers drive by before choosing which houses they want to tour. Make sure the home's exterior & yard look well maintained and inviting to give potential buyers a great first impression.

Have your Realtor walk-thru for suggestions of needed touch-ups or changes.

Remove & store anything that might distract the buyer from concentrating on the house. Remove ALL clutter from inside and outside of the house. Remember to include the garage, basement, and yard.

Make bathrooms sparkle, wash the windows, and clean kitchen appliances. Remember to wipe the frig top and clean under the sinks.

A little paint can go a long way in making your home more inviting. Repainting with neutral colors will make rooms look clean and fresh.

Remove unneeded furniture and rearrange the remaining pieces for an easy traffic flow.

Be aware of smells... Take great effort to remove odors caused by pets, smoking, and cooking. Choose neutral or light scents when using candles, potpourri, and air fresheners.

Look at your home from a buyer's perspective. Maintain the small items too... Squeaky hinges, a drippy faucet, a loose handrail, and other overlooked maintenance items can produce negative impressions to buyers.

Unless the carpet is very worn or extremely dated, clean it instead of replacing it. The buyers may prefer different floor coverings.

### **Listing Price**

Compare apples to apples. An independent appraisal can be very helpful in arriving at a realistic price. It can also be used as a sellers tool to provide buyers with facts regarding the listing price.

Review the market analysis prepared by your listing Realtor. Tour and compare the active competition.

Be open minded when discussing these items with your Realtor. Rely on the professional knowledge.

Price the property within reason based on the facts available. Over-pricing is one of the most common reasons why some houses are not shown or sold more rapidly.