



Getting Your Home Sold

Thank you for your trust in me as the professional who will make sure your home sells. As your agent, I will do everything in my power to expose your house to as many interested potential buyers as possible and negotiate on your behalf.

The visual appeal of your home from the time a potential buyer first drives up to your house, their ability to see themselves living there as they walk through and the move-in readiness of your house are all factors in how fast your home will sell. Here are some things you might want to do to help us sell quickly and at the best possible price.

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Common Repairs

Most potential buyers want to move into a home that has been well taken care of.

They don't want to have to make repairs soon after spending a large sum to buy a new home. Walk through your home and make a list of the things that need attending to. I would be happy to walk through your home and help you create the list – just call me.

- Replace cracked floors or counter tiles
- Patch holes in walls
- Replace missing/cracked light switch covers
- Fix leaky faucets
- Fix doors that don't close properly
- Fix Kitchen drawers that jam
- Re-caulk tubs, showers and sinks
- Replace burned out light bulbs



First Impressions

Improve the curb appeal of your home to get a better price and faster sale.

First impressions make a big difference. Some things to consider:

- **GREEN HEALTHY LAWN:** Water it, mow it and trim edges! If your lawn is full of weeds or is brown and you're selling soon, it may make financial sense to lay new sod.
- **NICE LANDSCAPING:** Plants should be trimmed and healthy looking. At the entrance to your home use colorful plants either in pots on the porch or planted on either side of the entrance. Bare landscaping makes the wrong impression.
- **FRESH PAINT:** A freshly painted front door is inviting. Paint window trim if needed.
- **REMOVE ANY CLUTTER:** Make sure the sidewalk and front walkway is swept.
- **CLEAN WINDOWS:** Make them shine inside and out. Dirty windows make a home look unkempt.
- **HOUSE NUMBER:** Make sure visitors can clearly read your house number.



Inside

Inside your home, help your potential buyers envision themselves living there!

- **DE-CLUTTER:** A de-cluttered space looks more roomy and inviting. This can have a huge impact.
- **STAGE EACH ROOM:** Most homes show better with less furniture. Remove any pieces of furniture that hamper the flow of 'traffic' and put them in storage. Empty and store bookcases. Keep just enough furniture in each room to showcase the room's purpose and leave plenty of room to move around.
- **FRESH PAINT:** Fresh paint makes a good impression. Repaint any rooms that are dingy or in visible need of painting. If you have used strong, dramatic colors, paint your walls neutral colors to appeal to most buyers.
- **DE-PERSONALIZE YOUR HOME:** Even though you love your personal photos, artifacts, and knickknacks - pack these up. You want buyers to imagine their own personal photos on the walls, and making this home theirs.
 - Put essential items you use daily in a small box that can be stored in a closet when not in use
- **CLEAN AND ORGANIZE:** Clean your home throughout and make everything look as neat and organized as possible.
 - Polish chrome faucets and mirrors
 - Keep our clean and fresh towels
 - Clean out your medicine cabinet and closets
 - Hang shirts together, buttoned and facing the same direction
 - Line up shoes
 - Throw away any old cleaning supplies or clutter
 - Clean out the refrigerator
 - Clean out your kitchen cupboards
 - Neatly stack dishes
 - Turn coffee cup handles facing the same way
 - Clear everything off the kitchen counters
- **COSMETIC UPGRADES:** Consider making a few, less expensive upgrades to your home.
 - New faucets
 - New cabinet hardware
 - New cabinet door faces
 - New, modern lighting
 - New toilet seats

If you have any questions when preparing your home for listing,
please don't hesitate to give me a call!

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