

Tips for Sellers

Before we begin to market your property, we suggest you put your home in its best possible shape to increase value and desirability to potential buyers.

Start on the “Curb Appeal.” You want your property to make a good first impression.

1. Shovel snow in the winter. In summer, have yard well weeded and watered, with lawn well manicured and leaves raked. **Remove outdoor clutter** like bikes and hoses.
2. Make sure your **front door area** is in top shape with a clean or newly repainted door and walkway swept. If the exterior of your home needs to be painted, now is the time!

Inside the home you also want to make sure everything is in good shape.

1. The Real Estate Purchase Contract says that unless you exempt them, all appliances will work, as well as the plumbing, electrical, heating, sprinkler systems, and fireplaces. If any need **repairs**, take care of them before we list.
2. **De-clutter** everywhere. The less “stuff” you have, the better, including stacks of magazines & newspapers, overstuffed closets, small decorative items and personal photographs. The ideal home to show is about half moved out so rooms look larger and it’s easier for buyers to imagine their belongings inside your home. You may want to rent a storage unit to store items so your home will show better to potential buyers.
3. If walls are marked or old, a fresh coat of **paint** is a relatively inexpensive way to brighten rooms. It’s best to stick to neutral colors, but always ask our opinion before doing any upgrades or painting.
4. **Remove negative odors.** Plug in air fresheners or scented candles add a wonderful feeling and can mask unwanted odors, or use open baking soda containers to absorb mild odors. Selling a home with animals inside is a challenge, so make arrangements to remove odors and have animals safely contained.
5. Hang new, **clean towels** in bathrooms. Make sure all **light bulbs** work. **Open drapes** for lighter rooms. **Make all beds** every day.
6. Be sure to **clean all windows**, dirty carpets, light switch plates, floors, stove and fridge. Remove items off fridge exterior.
7. A pot of **fresh flowers** on the front porch &/or inside is a nice finishing touch.