



SUGGESTED ADVICE FOR SELLERS PREPARING THEIR HOME FOR THE MARKET

"Showcase" your home to achieve the highest degree of appeal. First impressions are lasting ones. The more favorable your home's eye appeal is, the higher the value it has for buyers.

Maintain your grounds in a neat, trim fashion. Avoid uncut lawns or overgrown shrubs. Eliminate any unsightly clutter, from paper scraps to auto wrecks. Replace torn or bellied screens.

Arrange closets neatly having only the essentials on hand. Display the full value of storage and utility space by clearing out all unwanted and/or unnecessary items. Cleanliness and orderliness are extremely important, from attic to cellar, from closets to garage. You have to do it sooner or later. If you do it sooner, you will be rewarded with higher value for your home.

Replace all burned out light bulbs, fix dripping faucets and loose door knobs and make any other minor repairs that might create a negative feeling.

Arrange drapes and shades to get maximum light in a normally darkened room or area. Keep all lights on for showing appointments after dark.

The living areas should always be neat and clean: no unmade beds, no dirty dishes in the sink or on the table, no shoes or clothing left "hanging around", no signs or smells of smoking, no newspapers left about on the floors or furniture, sparkling sinks and tubs, as few as possible toiletry items in sight, etc. Use your own common sense.

Avoid having too many people present during showings. The buyer will hurry through the home without really making a thorough inspection if they feel they are intruding on your privacy.

Reduce the noise level in the home to avoid distraction. Radios, stereos, screaming children, barking dogs and televisions are typical noisemakers that create an unpleasant atmosphere for a buyer on tour. Soft background music could be played and, if possible and appropriate, a fire could be burning in the fireplace.

If possible, pets should be sent or taken outdoors during inspection tours. Not only might they create noise or commotion, but some buyers might be allergic or fearful of animals.

Do whatever is necessary to eliminate or mask any unpleasant odors.

A small investment in time and money to shampoo carpets pay big dividends in your home's living appeal.