

# 51 Home Sales Tips

People usually decide within two minutes whether or not they like your home. The first impression is often the last impression; they start forming their opinion before they even walk in the front door!

Your real estate representative will do all of the things necessary to bring in the prospects but your house is going to have to help sell itself. For a speedy sale at a great price it is smart to ask yourself...is your house as presentable as it can be? The best way to find out is to imagine yourself as the prospective buyer. Approach your home the way you look at other properties.

Here are 51 home sales tips to prepare your home for sale:

## CLEAN UP, FIX UP AND PAINT UP OUTSIDE

1. Invest in landscaping where it can be seen at first sight. A well manicured lawn, neatly clipped shrubbery, cleanly swept walks create a good first impression.
2. An extra shot of fertilizer, in season, will make your grass look lush and green.
3. Cut back overgrown shrubbery that looks scraggly or keeps light out of the house.
4. Paint your house if necessary. This can probably do more for sales appeal than any other factor. At least touch up front shutters and window frames.
5. In the winter walks should be free of snow/ice.
6. Inspect the roof and gutters. Check for any missing shingles and gutters and down spouts to replace.
7. Consider putting flowers outside the front door.
8. Repaint the front door.
9. Paint your mailbox a bright color.
10. Repair broken outdoor steps.

## KITCHEN

11. The kitchen is the most important room in the house. Make it bright and attractive. Paint cabinets and put up perky new curtains.
12. Clean the ventilating hood in the kitchen.
13. If the kitchen floor is badly worn, put down new flooring. Replace any loose tiles and regrout where needed.
14. Remove any appliances that you keep on your counters as clean counters can make the room look much larger.

## LIVING AREAS

15. Have all plaster or drywall in good shape. Repair cracks and touch up paint.
16. Check ceilings for leak stains. Repair any issues and repaint.
17. In painting and redecorating, avoid offbeat colors, stick to neutral and soft colors outside and easy-to-work-with neutrals inside.
18. Replace faded curtains or bedspreads.
19. If you have a fireplace, clean it out and place some logs in it.
20. Wash windows, inside and out.

21. Replace broken glass panes.
22. Replace torn screens.
23. Check that all windows open and close.
24. Replace dim or burned-out light bulbs.
25. Make sure every light switch works.
26. Make the floors shine; clean and polish them. Nail down any creaking boards or stair treads.
27. Straighten the closets and get rid of excess items. Use air freshener to eliminate odors.
28. For doors that stick slightly, rub a block of paraffin against the surface that shows signs of wear or lubricate squeaky hinges.
29. For sliding doors that stick in their tracks, rub the tracks with paraffin or candle wax.

## BATHROOM

30. Repair dripping faucets.
31. Keep fresh towels in the bathroom.
32. Remove stains from toilets, bathtubs, and sinks.
33. If sinks and bathtubs drain slowly, unplug them.

## BASEMENT, ATTIC AND GARAGE

34. Clean out attic, basement and garage and dispose of everything you aren't moving.
35. Make sure there's plenty of light on the stairs to the basement.
36. If your basement is dark and gloomy, paint ceilings and walls a light color.
37. Repair cracks in the basement floor.

## WHEN YOUR HOUSE IS BEING SHOWN

38. Keep room draperies open to let in light. This makes rooms appear larger.
39. Have your home well-lit during showing.
40. At night, turn on porch and outdoor lighting.
41. Neatness makes a room look bigger.
42. If possible, leave your furniture and rugs in the house for showing it.
43. Remove dirty dishes in the sink.
44. Keep any toys in the children's rooms.
45. Keep radio, stereo, TV off or turned down.
46. Take your family away if your broker is holding an open house.
47. Take children on a drive or to play outside.
48. Refer inquiries about seeing your house to your Realtor.
49. Don't mention furniture or furnishings you wish to dispose of unless asked.
50. Take pets outdoors during a showing.
51. Let the real estate expert show your house, and don't tag along. Answer questions candidly when asked, but don't offer answers to unasked questions.



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