

# Tips on Selling Your Home

- Before you place your home on the market, prepare your home for showing.
- Clear the clutter. Too much furniture and wall hangings will make your rooms look smaller.
- Clear your kitchen counters of unnecessary items and take the magnets off the refrigerator. Take away items above the refrigerator. You may want to add a bowl of colorful fruit on the counter.
- Clean out your kitchen cabinets because buyers will be opening them.
- Depersonalize your home. Minimize the number of family photos.
- Hire a handyman to come in to tighten loose doorknobs and cabinet handles, re-caulk the tub, fix sliding closet and glass sliding doors.
- Hire a housekeeper to come in and clean the oven, wash the windows and mirrors, and give the bathrooms a good cleaning.
- Have your carpets cleaned and all the spots removed.
- Hire a gardener to clean out flowerbeds and cut back overgrown bushes.
- Take a good look at your front entrance. Add a colorful flowerpot near your front door. Give your front door a good washing. Remember ... first impressions.
- Clean out your garage.
- If you plan on painting before you list your home, be sure to choose a neutral color.
- When you are ready to list your home for sale, you can interview more than one realtor. Listen to their ideas, the marketing plan, and review what other homes in your area have sold for.
- Price your home right. Listing your home too high will cut back on showings and only take longer to sell.
- For the realtor's open house, be sure to bake some cookies or brownies so your home will smell "homey". Besides, a little treat for them wouldn't hurt.
- When you know realtors will be showing your home, turn some lights on and leave the home, when possible. Buyers feel more comfortable when they can take their time and look through your home.
- Keep your home temperature comfortable (A/C or heat).
- Realtors from other offices will be showing your home, and they will leave a business card. Keep these cards for your realtor, so they can follow up to hear what their buyers are saying about your home. Listen to their comments about why your home may not be selling. Changing these items may cost some money, but it might mean the difference in selling your home.
- Be patient, but meet with your realtor regularly to review the progress.

Note: Some realtors will tell you homes sell better with furniture. This is not always true. You may think your home is nicely decorated, but with the wrong decor, your home will not show well. Bad carpet or dirty walls will be noticed eventually. You can always add a carpet or paint allowance in your listing.

**Buyers often like to see an empty home so they can see the size of the rooms and picture their own furniture.**

