

# 12 TIPS TO HELP SELL YOUR HOME

*Whether or not you choose to allow us the honor of helping you sell your home, we hope you find these tips helpful in achieving your goal!*

## 1 Clear the clutter~

Remove knick-knacks & make sure nothing is lying on the floor. Make all the beds everyday & clean the home frequently. If possible, take the opportunity to get a head start on your next move!

Take a look at your home with fresh eyes from across the street, then walk up to the front door and look some more. How's the paint, garden beds, door hardware, concrete/pavers, grass, lights, etc.?

## ~First impressions 2

## 3 Time now, \$ later~

Give your home a thorough *deep* clean; especially paying attention to the kitchen & baths. Clean the often overlooked windows, carpets and lighting/plumbing fixtures. Go ahead and start packing/organizing your home's closets. Well organized closets look bigger and everybody loves big closets!

Double check the kitchen & baths! These rooms are often the biggest indicators to buyers as to how well you've maintained the home. How does the caulk and grout look? Tile & faucets are shiny? How's the shower curtain, mats, towels & glass?

## ~Sparkle & shine 4

## 5 Brighten up~

Let the light shine in! Any time the home may be shown pull back the curtains and open up the blinds so it feels bright & cheery to the prospective buyers! Especially if you have an evening showing, be sure to turn on all the lights both inside & out--though lights on in the day is a good idea too! This will add color & warmth to the home, making it feel welcoming!

Every home has a unique scent, but make sure yours doesn't scare away potential buyers. We suggest letting some fresh air into to the home as often as possible so throw open those doors & windows in the mornings and evenings! Ask a close friend or neighbor you can trust to be honest how your home smells when they walk in-- especially if you have pets or smoke in the home. If you do smoke in the home, please start smoking outside while the home is up for sale- we know it can be a pain, but you'll thank us later! These two smells are usually the biggest culprits of odors hindering a home from selling at its full potential. Sometimes an added air freshener is nice, but be careful to not appear as though you're masking unpleasant smells either.

## ~Don't be nose-blind 6



**7 Set the scene~** Let the prospects imagine themselves in your home as you would want it to look in a photo or movie! Set the table/breakfast bar places nicely, and make the beds. It also doesn't hurt to place some pretty accent pillows or a throw blanket on the sofas & beds.

Go ahead and make those small repairs now! Replacing blown light bulbs, damaged outlets or switches, repairing leaky faucets or drains, patch & paint drywall holes, replace cracked tile (if you have extra on hand), clean sliding door tracks, tighten door handles and hinges, and clean or paint over that stain now before photography & showings. This will not only potentially help us sell faster/for more but also make the home inspection go a lot more smoothly with less little things!

**~ Might as well do it now 8**

**9 Create space~** Especially if you have a smaller home, make it feel more spacious by getting rid of unnecessary furniture and possibly putting it in to storage now. That means any heirlooms (Grandma's antique sewing table) might have to be put away for the time being. If you plan to throw it away or give it away when you move, do it now!

Music is a great way to bring additional warmth and comfort to the environment while prospective buyers are touring the home. Something upbeat that can also fade in to the background, and remember to keep it family friendly in case any little ones are brought along. We suggest turning TVs on to a music channel if you don't have a whole-home speaker set up. Keep the volume at a comfortable setting where conversations can still be had between people as they walk around.

**~ Think volume 10**

**11 Communicate~** We believe the key to *any* good relationship is communication, and we want the one between you and us to be a great one! If anything changes with you or with the home just give us a heads up! If you have any concerns- let us know! We don't want something on your mind stressing you out if we can make a simple adjustment or even possibly just let you know your fear won't actually affect the sale of your home.

Potential buyers often feel like intruders when they enter your home, especially if you're there and your presence reminds them (unintentionally) that they are interrupting your day. If at all possible we highly suggest everyone vacate the property during requested showing hours so that potential buyers can feel as at ease and comfortable looking around and imagining their new life in the home. We want them to give your house the attention it deserves so they can fall in love!

**~ Keep a low profile 12**