

Preparing Your Property to Sell

Make

good first impressions. If you live in a single family home, please evaluate the exterior. Does your home have a good "curb appeal" to a buyer driving in their area? Do you need some colorful plants, or some landscaping touch-ups? Keep Lawn trimmed and edged and the yard free of refuse. Make sure the front walkway is swept. The front door greets the prospective buyer. Make sure that it is fresh, cleaned and scrubbed looking. Bulbs and lamp fixtures should look clean and in working order.

First Impressions Are Lasting

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Let The Sun Shine In

Arrange

shades or drapes to give maximum light. Turn on every light, even during the day. Replace all burned out bulbs. Let them show how cheerful your home can be.

Small Repairs Make A Big Difference

Loose Knobs, sticking and squeaking doors and windows, warped cabinet drawers, badly cracked plaster and other minor flaws detract from the home value. Have them fixed. Many buyers believe there will be ten problems they haven't noticed for every one they do see.

Paint

For A Quick Sale

Faded walls and worn woodwork reduce appeal. You cannot find a better investment when you are selling a house than a few cans of paint.

Make Closets Look Bigger

Neat,

well ordered closets show space is ample. Remove all unnecessary accumulations from closets, garage and all rooms. Remove excess furniture. Your home will appear much larger than it actually is.

Is Your Age Showing?

Sometimes

minor redecorating is recommended if certain elements of your home are dated and tired looking. Dark wood, shag carpet, foil and flock wallpaper, etc. can be turn-offs even when the rest of your house is terrific. We can suggest inexpensive and effective ideas to bring you a better sales price.

Pride of Ownership Sells

Cleanliness attracts buyers. Put a sparkle in your home and it will pay off. For special showings and open houses, colorful fresh flowers give a special touch and show pride you have in your home.

Three's a Crowd

Buyers prefer privacy when being shown through a house. That includes pets underfoot also. Whenever possible, never stay in your house with house hunters. The buyer will feel more relaxed. If it is necessary for you or your family members to stay, please do not discuss terms, price, etc. Silence is golden. Be courteous but do not force conversation. Apologies should never be made for and adverse conditions in your home. It only emphasizes the defects. Please let your realtor handle any objections or answer any questions. It is part of our job and training.

Reasonable Access

Please let me know where you can be reached and anytime you will not be in town or available for showing presentations. Our office will always call you with as much notice as we are given. Blue Water is open six days a week and we have voice mail for after hours.