

10 STEPS YOU CAN TAKE TO INSURE TOP DOLLAR FOR YOUR HOME

Check list of 10 groups of simple inexpensive things you can do while marketing your home to make sure it sells for the most possible money in the shortest period of time. With buyers, first impressions count. A small investment in time and money will give your home an edge over other listings in the area when the time comes to show it to a prospective buyer.

Here are some suggestions that will help you to get top market value:

Tip #1. General Maintenance

- Oil squeaky doors
- Tighten doorknobs
- Replace burned out lights
- Clean and repair windows
- Sliding glass doors must roll smoothly
- Curtains and blinds must function smoothly
- Touch up chipped paint
- Repair cracked plaster/drywall
- Repair leaking taps and toilets
- Get rid of all stains
- Repair any squeaks on floors and steps
- Clean and/or replace all air filters

Tip #2. Spic and Span

- Shampoo carpets
- Clean washer, dryer, and tubs
- Clean furnace
- Clean refrigerator and stove
- Clean and freshen bathrooms
- Clean closets, storage areas, garage, etc.

Tip #3. The First Impression

- Clean and tidy entrance
- Functional doorbell
- Inviting door mat
- Polish door hardware
- Polish outside light fixtures
- Polish street numbers

Tip #4. Curb Appeal

- Cut lawns
- Trim shrubs and lawns
- Weed and edge gardens
- Pick up any litter

- Repair cracks in driveway and walkways
- Clear walk and driveway of leaves
- Repair gutters and eaves
- Touch up exterior paint

Tip #5. The Buying Atmosphere

- Be absent during showings
- Turn on all lights
- Light fireplace
- Open drapes in the day time
- Play quiet background music
- Keep pets outdoors

Tip #6. The Spacious Look

- Clear stairs and halls
- Store excess furniture
- Clear counters and stove
- Make closets neat and tidy

Tip #7. The Smell

- If possible remove pet odors
- Remove smoking odors
- Remove mildew odors
- Clean fireplace and wood stoves of all smoke smells
- Fresh flowers where possible
- Bake bread in bread maker

Tips #8. Little things

- Have a "please remove your shoes sign" at the front door
- Display a book of all the appliance manuals and warranties
- Display the home inspection binder if applicable
- A few flowering plants both inside and out

Tips #9. Be Prepared

- Copies of utility bills
- Dates and bills for any major repairs
- Copies of any rental contracts
- Copy of last property tax assessment
- Copies of tenant contracts if applicable

Tips #10. Local Services

- Plot plan showing services to the lot
- Map showing schools
- Map showing churches
- Map showing recreational
- Map showing shopping, etc.

"Be it ever so humble there's no place like home."
J. Howard Payne