

BUYER READY HOMES

There are basically 4 reasons that people sell their homes; upgrade, downgrade, transfer to a new location or build the home of their dreams. A motivated home seller knows that appearance can be the single most important thing that attracts a buyer. Many needed improvements and repairs can add to the value of your home.

- Keep your house and garage tidy.
- Repair sticking doors or windows.
- Decorate faded walls and touch up worn woodwork.
- Replace cracked windows and door windows & torn screens.
- Clean and sanitize carpets and rugs.
- Replace worn carpeting and rugs.
- Repair broken switches and lights bulbs.
- Wash or paint exterior if necessary.
- Repair leaky plumbing.
- Abolish objectionable odors.
- Keep pets out of sight and under control.
- Keep TV and radio volumes low or off.
- Never apologize for appearance.
- Leave showing entirely to salesperson.
- Make sure your lawn and other landscaping is neatly trimmed and mowed.
- Make certain your yard is clean of refuse and leaves.
- Open the drapes and curtains. Clean the windows. Dark rooms do not appeal to most buyers
- Have your closets clean and organized so they look as spacious as possible.
- Repair or replace discolored or damaged caulking around bathtubs and showers.
- Give the real estate associate a key for use when you might be gone. Remember a missed showing can result in a missed sale.