35 QUESTIONS AND SUGGESTIONS TO HELP YOUR HOME SELL FASTER….

Get Ready …Start Outside!

Stand across the street, and take a look at your home from a potential buyer's viewpoint…

1. **Too many cars parked in front?**
2. **Is the lawn trimmed and are spots in need of re-seeding. Get landscaping in top shape. In the winter is the driveway and pathways shoveled clear of snow?**
3. **Remove all refuse, leaves or clutter from yards, sidewalks, porches and decks. In the summer, plant and have flowers.**
4. **Fencing straight? Need stain or paint. Does any part of the house, trim, decks, gates, and front door need painted?Remember, when a buyer comes to look at your house, the first thing he sees is your front door.**
5. **In the summer, wash screens and windows outside and buy things that will enhance the house for showing that you can take with you…A new welcome mat, big potted plants for inside, pots of geraniums for the patio or deck.**

Freshen Up The Inside…

The emotions you're trying to stimulate are triggered by sensory experiences. Aim for the senses, especially smell & sight. Clean, fresh smelling homes will sell faster!

6. **Badly faded walls or worn woodwork reduce appeal…selective painting will help to add a fresh look.**
7. **Dress up windows in freshly laundered curtains. Colorful curtains in harmony with countertops & floors add warmth to kitchens, baths, etc.**
8. **Check all light bulbs and detail all light fixtures.**
9. **Oven ranges and sink clear and neat?**
10. **Take things out of closets & cabinets that are not essential to your life and pack them away.**
11. **Remove unnecessary articles, which have accumulated in basements/utility & storage areas.**
12. **Clear stairway and hallways to open them up.**
13. **Too much furniture??? Put it in the basement/garage or better yet…store or sell it.**

14. **Brighten dull basement & storage areas by painting the walls & using high watt bulbs.**
15. **Bathrooms that sparkle, sell homes & the opposite is true…dirty baths can turn off a buyer.**
16. **New towels are an excellent investment.**
17. **Does the interior need painted? $100 worth of paint may balance $500.00 in a price cut. Make rooms sparkle.**
18. **Keep all steps clear of hazards.**
19. **Have all light sockets filled with bulbs. Illumination is like a welcome sign.**
20. **Wash dishes, put away clothes, straighten up newspapers, etc.**
21. **Does the carpet need cleaning or replacing?**
22. **Are all appliances clean and in good working order?**
23. **Remove an ornate item that a buyer may want as part of the house that you intend to keep, for example a special chandelier.**

Minor Repairs Make Sense…..

Get all those minor flaws fixed since they detract from your homes value. Don't make major changes, except for new carpeting and new paint(in a neutral color).

24. **Dripping faucets lead buyers to question the plumbing system.**
25. **Loose doorknobs, sticking drawers or doors?**
26. **Fix all caulking, especially in the bathrooms.**
27. **In general, if it's busted…fix it!**

Ok, It's ShowTime…

28. **Turn off the television. It is very difficult for an agent to keep the attention of a prospect focused on your home when an interesting special is on the tube competing for their attention.**
29. **Turn on the stereo. Tune in your best stereo station to a soft "easy listening" station, and turn the volume down low. Most buyers will imagine themselves living in a peaceful, serene environment.**
30. **Let the sun shine in! Open all window shades, drapes and curtains.**
31. **Build a fire…If you have enough notice.**
32. **Remember the Golden Rule…Treat your prospective buyer the way you would like to be treated. Most feel they are imposing on you when looking at your home. It is natural for them to want to get out as soon as possible. Make them feel welcome invite them to take their time looking and tell them you'll be leaving to run errands.**
33. **Pets underfoot? Keep them out of the way, preferably out of the house.**
34. **Check the temperature…toasty warm in the winter, please.**
35. **Turn on every light in the house just before leaving the house. Turn on all lights including closet lights and special heat lamps in the bathrooms. This makes the house seem bright and cheery.**