

## TIPS TO HELP YOUR PROPERTY SELL FASTER

Providing you take the proper steps, the sale of your home can be a pleasant experience for all concerned. To accomplish this, we suggest you read these helpful hints.

- ◆ Remember that you only have one chance to make a good first impression. Your lawn should be properly maintained, driveways cleared of all debris and clean the yard, if necessary.
- ◆ Open, airy rooms are always more inviting to people. Arrange shades or drapes to give a maximum amount of light. Dark rooms do not usually appeal to prospects.
- ◆ Give your home a facelift by repairing cracked walls, loose doorknobs, leaky faucets, stained walls or ceilings. Small problems sometimes hinder a sale more than large repairs.
- ◆ Replace burned-out light bulbs, cracked or broken tiles, clean stained carpets and give those few paint touch-ups where needed.
- ◆ Enhance your storage and utility space by removing all unnecessary accumulations. Your closets and garage will then appear much larger than they actually are.
- ◆ Strong cooking odors can have a negative impact on the buyer when your home is being shown. If you must cook, ensure that proper ventilation is required.
- ◆ Set the temperature of your home at a comfortable level. Ensure that your air conditioning system is properly adjusted to that effect.
- ◆ Remember to keep pets out of the way, or out of the house, if possible. Some people are uneasy around animals and they may distract the prospect's attention.
- ◆ Emphasis should be on keeping children under control. Televisions and radios should also be turned down during showings to eliminate possible distraction of the prospect.
- ◆ Always be prepared to have Realtors® show your property. If you delay a prospect, it may lose you the sale.
- ◆ Let the Realtor® handle the showing of your property and do not follow the prospects throughout the home. The Realtor® knows what is important to the prospect and will point out those features which draws the prospect's interest.
- ◆ The key to selling a home is to remember that if a reasonable offer is presented, it is wise to negotiate immediately; it may never be repeated.