

HOME SELLING TIPS AND HINTS.

1. Make a checklist to review each time someone is coming to view your homes. Include anything you don't want to forget, and anything you glean from this list!
2. Paint your walls a neutral color, especially if your home is decorated in dark or unusual colors. If you are unable to paint the entire house, paint the entry areas and main living spaces.
3. Clean and/or paint appliances until they are sparkling clean. Replace broken knobs, cracked glass pieces and drip pans.
4. Paint the front door and entryway to freshen up the first impression. Clear excess flower pots, toys, yard ornaments and other clutter from the entry.
5. Clean the carpets. A clean home always sells faster!
6. Organize the garage and other 'catch-all' areas. If you just plain have too much stuff, rent a storage unit, or store them at a friend's house, or have a garage sale.
7. Clean the pool, even if it's not the season for swimming. You want your buyer to think of the pool as an added bonus, not extra work.
8. Polish all fixtures in the home with a high gloss polish.
9. Clean up oil spills in the driveway. Try liquid drain cleaner; it works wonders!
10. Buy some new furnishings. Chances are you'll want new furniture in your new home, so why not buy it now and use it to spruce up your current home!
11. Open up blinds and drapes and let as much natural light as possible into the house. Replace tattered screens, wipe windowsills and clean windows to a sparkle.
12. Replace burned out light bulbs with 100 watt bulbs to increase lighting and turn all the lights on when you are showing the house.
13. Park away from the house, especially if you have several vehicles. Give your buyer the feeling of ample parking, even if there's not!
14. Dress up kitchens and bathrooms with paint, wallpaper or a border.
15. Replace wilting or dead plants, both indoors and in the landscaping.

16. Trim back trees and bushes and mow and trim the yard.
17. Keep your lawn watered so the grass and shrubs will look lush and green.
18. Empty the closets of as many personal items as possible. Create the illusion of space even if closet space is severely lacking.
19. Make sure your home is immaculate before each showing. Arrange for the kids and the pets to visit a neighbor during this important time.
20. Know the competition, whether it's a new development, or your best friend's house. Do what you can to make your house more appealing and stand out in some way.
21. Offer to help your buyer with closing costs, or pay their first month's payment. Buyers may need this extra boost to help them close the deal.
22. Check your price and make sure it is in line with what other similar houses are selling for. Though you don't want to leave a lot of money on the table, overpricing your house will only result in months of delay before you reduce the price to where it should have been originally.
23. Pop a batch of slice-n-bake cookies in the oven, or lightly scent the house with a gentle vanilla air freshener. Put on your smile, open the door and let everyone know what a great house you have!