



# HOME SELLING HINTS



## Curb Appeal, Curb Appeal, CURB APPEAL

- ◇ **Buyers buy what they see**, and the first thing a prospective buyer sees is your home's exterior. From this first look, a buyer will decide whether they want to look inside the house or not. We want them to!!
- ◇ **Trim lawn and make sure landscaping looks neat and manageable**, edge sidewalks and driveway and keep both swept off.
- ◇ **A fresh coat of paint goes a long way**, touch up exterior trim, shutters, drains, etc. A new coat of paint on the front door could give you that eye-catching pop buyers are looking for.
- ◇ **Keep exterior lighting in working order**, replace any old bulbs and wipe off those cobwebs.
- ◇ **Wash all windows**, inside and out!
- ◇ **Clean out the garage**, buyers like to envision what they would do with every space of the room, including the garage. Make sure to clean up any oil spots and de-clutter walls.
- ◇ **Replace old or dirty welcome mats**, this is a small feature that means a lot when welcoming a buyer into your home.
- ◇ **Hang easy-to-read house numbers**, making them as visible as possible from the street.





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## Make the Interior a Welcoming Experience!

- ◇ **Keep it clean**, wash dishes and make beds daily. Having a clean home will allow buyers to envision themselves and their things in the space.
- ◇ **“Thin out” your belongings**, fewer furnishings give the appearance of more space. The same holds true for your pantry, laundry, and closets. Organizing and thinning out these spaces will show how much room is available.
- ◇ **Kitchens and bathrooms**, pay special attention to these spaces as they sell more homes than any other feature. Store small appliances and keep counters clean and clear. **Beware of any odors that may linger!**
- ◇ **Fix** leaky faucets, loose door knobs, stuck drawers, and warped cabinets
- ◇ **Fresh paint and new carpets** are among the easiest ways to sell your home quickly and for more money. Even if you aren't replacing, make sure walls are unmarked and carpets are freshly cleaned.
- ◇ **Unclutter your home**, keep stairways and hallways clear to avoid any accidents. Make sure all counters are cleared and bookshelves don't appear overwhelming.
- ◇ **Before your home is shown**, bake cookies or a cake for great “homey” aromas, and let the light in! Open window coverings and turn on lights in each room. Make sure to **empty any trash** and hide dirty laundry, litter boxes or dirty dog beds.



We look forward to working with you!