

## **SELLER TIPS**

### **Repairs**

- If there is something that needs repaired, Fix it!
- A buyer will add up costs mentally of any repairs they see while walking through the house, & also wonder “if the seller didn’t take care of these small items, then what about the larger maintenance issues?”
- Repair any major problems with the property. It may also possible to offer a \$\$\$ allowance so the buyer can repair them after closing.
- ALWAYS disclose any major or minor problems the property!

### **Cleaning**

- Clean your house top to bottom; windows inside & out, vacuum all rugs & carpet, Polish any linoleum, wood or tile & make sure the kitchen & bathrooms are sparkling.

### **Neutralizing**

- Be careful about colors when painting or replacing carpet. You want your home to appeal to the largest segment of buyers.
- Consider swapping unusual or bright colors to more neutral tones.
- One of the best investments you can make is two coats of a neutral paint color.

### **Space Management**

- Arrange furniture to give the room a more spacious feel. Consider storing any large objects that make the room feel crowded or even removing all of the furniture.
- Pack up your valuables, both to remove some clutter & to protect them.
- Remove all clutter; in the morning go around a pick up any clothing, shoes, or dishes.
- Open all blinds and drapes to give the room a roomier feel.

### **Atmosphere**

- Beware of any odors from pets, cigarettes, mildew, etc. A clean smelling house is much more appealing to a buyer.
- Don’t forget that some people are more sensitive to smells than others.
- Sometimes the only way to remove pet or smoke odor from carpeting is to pull up the carpet & padding then to replace it.
- Try having your carpets & furniture cleaned, as well as airing out drapes & linens.
- Along with having everything cleaned, don’t forget to empty laundry hampers daily, so you don’t have towels mildewing & causing other odors.
- Once the unfavorable odor is gone try bringing in a pleasant smell. Just remember nothing to strong or obnoxious. Avoid strong scented air fresheners.

## **Yard**

- Mow, rake, and edge up your yard.
- Re-seed or sod where it is needed.
- Prune your shrubbery & consider adding flowers along the walk way.

## **Walls & Ceilings**

- Check paint & wallpaper for fading or peeling.
- Check for & repair cracks, holes, & any damage.

## **Doors & Windows**

- Replace any broken or cracked glass.
- Check the weather stripping & caulking.
- Wash woodwork & windows.
- Make sure the front door & hardware is sparkling clean.

## **Bathrooms**

- Remove mildew or any mineral deposit.
- Repair any leaks.
- Check grouting & caulking is sparkling white.
- Clean off countertops.

## **Kitchen**

- Clean /de-grease all appliances & exhaust fans.

## **Electrical & Plumbing System**

- Check for any exposed wiring.
- Fix any broken switches or outlets.
- Check water pressure.
- Check and repair any clogging or leaks

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