

SIMPLE TIPS FOR BETTER SHOWINGS

Now that your home is listed, follow these simple tips to help make the most of each and every showing putting your home in its best light!

1) Remove the clutter and clear counters. Throw out stacks of newspapers and magazines and most of your decorative items. Store excess furniture and remove out-of-season clothing to give a roomier appearance.

2) Wash windows and screens. This will allow more light in the interior of your home.

3) Keep everything extra clean. A clean house makes a strong first impression with buyers. It conveys that the house has been well-cared for. Clean stove and refrigerator inside & out. Wipe off fingerprints on light switch plates and polish knobs and address numbers outside!

4) Get rid of smells. Clean carpets and drapes to eliminate offensive odors from cooking, smoking or pets. Open windows to air out house. Potpourri or scented candles may help.

5) Brighten rooms. Replace higher watt bulbs to brighten up rooms and basements. Replace any burnt out bulbs. Clean walls or brush on a fresh coat of neutral color paint. Replace heavy curtains with sheers.

6) Don't disregard minor repairs. Small problems such as a sticky door, torn screens, cracked caulk or a dripping faucet may seem trivial, but it'll give buyer's the impression that the house isn't well-maintained.

7) Tidy up your yard. Cut grass, rake leaves, add mulch, trim bushes, edge walkway and clean gutters. For added curb appeal, place a pot of bright flowers near the entry.

8) Patch driveway holes. Looking at your driveway & repair any holes, reapplying sealant, if applicable.

9) Add a touch of color. In the living room a colored afghan or throw on the the couch will jazz it up. Or consider buying new accent pillows.

10) Set the scene. Help buyers picture living there. An example, display a chess game in progress. Have the table all set complete with a colorful fruit or flower centerpiece.

11) Accentuate the fireplace. Lay fresh logs or put a basket of flowers there if not in use.

12) Make bathrooms feel luxurious. Put away old towels and toothbrushes and replace with new shower curtain & new towels. Keep your personal toiletry items out of sight.

13) Send pets to a neighbor or take them outside. If that's not possible, crate them or confine them to one room (ideally in the basement) and let the real estate agent know where they'll be to eliminate surprises.

14) Lock up valuables, jewelry and cash. While an agent will be on site during the showing, it's impossible to watch everyone all the time. Don't risk it!

15) Leave your home for showings. It's usually best if sellers are not at home. It's awkward for prospective buyers to look in your closets and express their opinions of your home with you there.

Source: Realtor Magazine