

Tips for Showing Your Home at it's Best

First impressions are lasting.

When you are serious about selling your home a few simple steps can make your home look, smell and feel more appealing to prospective buyers.

These may seem like common sense, or a lot of work for you. But remember, our aim is to get you the top price for your home. These tips will help you meet your goal.

Take a look at the front entrance—First Impressions are so important! Remove any distractions that would not enhance the drive-up appeal of your home. It may take a small investment of a few hours of time and energy to get your yard mowed and shrubs trimmed, but it will pay off! Clear your walkway and porch of clutter. Clean up!

Take a look around the inside of your home. If any clutter is distracting to you, it will probably also be distracting to a prospective buyer. You will need to pack, so why not get started now?! Remember, potential buyers would rather see how great your property really looks rather than hear how great it could look with a 'little work'.

Make lighting in your home the “Welcome Sign” for home buying prospects. Please turn on all the exterior and interior lights, including accent & picture lights. Open all blinds and drapes to let in lots of natural light. Will prospective buyers feel as though they are going home when they walk in through the home? Check faucets and bulbs. Don't let little problems detract from your home!

Nothing makes a home more appealing than a table set for dinner. Set your table as though you were expecting dinner guests. Fresh flowers or a pretty silk arrangement as a centerpiece are also appealing! Don't try to sell potential buyers any of the furnishings that you don't want to take with you. They haven't even bought your home yet, so don't jeopardize the sale!

When your home is being shown, have all TVs turned off. Turn the stereo off too, or put on soft classical music. Let your prospective buyers talk calmly without having to yell over any noise.

If you the owner are present during a showing, the buyers won't feel comfortable. Take a nice drive or walk whilst your home is being shown. If you are present, stay in one room in your home and be courteous and friendly, but don't force a conversation. They need privacy and time to think!

Having Pet's around the house is wonderful except when showing your home! Many people are afraid of dogs or allergic to cats. If possible take the dog out for a drive with you, or put the cat in a favorite sleeping place. You want prospective buyers attention focusing on your home, not Fido!!

Wake up prospects to the cozy comforts of your home. Again, get rid of excess furniture. Fresh bedding is a must!

Make your bathrooms sparkle. Bathrooms can sell homes, so let them shine! Check and repair damaged tile and caulking. Put out your best towels, mats and decorative items.