

Steps to Selling Faster for Top Dollar

What do Buyers prefer?

Spacious, organized and tastefully decorated rooms, updated and clean kitchen and baths. Organized closets and cabinets. Regularly serviced mechanicals (HVAC, H2O Heater, etc.), and as much other information on the house as possible.

Make your home show it's best from the first showing forward.

1. De-clutter every room, closet, and cabinet (buyers look everywhere). Neatly organize storage space, rent a storage unit/pod or have a sale before listing.
2. Repaint / touch up worn or knicked walls. Use neutral colors.
3. Stage kitchen and baths with nice towels, soaps, and decor. Remove as much as possible from counter tops, refrigerator, cabinet. Buyers are looking for spaciousness every where.
4. Tastefully arrange furniture and decor. Keep beds made, blankets folded, and surfaces cleared.
5. Open window treatments to allow maximum natural lighting.
6. Keep personal items at a minimum. If you can, pack away photos, religious items, guns & weapons, and any valuables.
7. Clean up landscaping beds and lawn. Keep grass and bushes trimmed, leaves picked up and snow shoveled. Put down salt if necessary and provide a welcome mat to wipe off shoes. Offer shoe covers to protect flooring.
8. Keep home at a comfortable temperature.
9. Put notes where special showing instructions are necessary (how to open a stuck door, etc.)
10. Make an extra key for lockbox.
11. Gather and organize paperwork for the house to be displayed to buyers in a binder for showings. Include receipts, warranties, previous closing and title documents. Compile a list of improvements, favorite features, neighborhood information.
12. Get the home ready for photographs: make the beds, open window treatments, turn on lights and lamps, clear and wipe off surfaces, clean up kitchen and baths, vacuum and clean flooring.



We love our pets, however, they can be problematic.
The smell or even their presence can turn some buyers away immediately



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