

Prepare Your House For Sale

Prepare Guide

It cannot be stressed enough how important the first impression is when preparing a property for sale. Most prospective purchasers will make the decision to offer within the first few minutes of seeing a property, so never underestimate the importance of the first impression. Show a purchaser that you care, and that you have taken care of the home while you lived there. If you hire a real estate agent, they should advise you about improvements. Agents are in and out of many homes, and they know what appeals most to buyers suggested.

If you're ready to sell your house or condo, make it easier and more lucrative by following these simple tips.

(1) Clean and maintain the exterior

- Make a good first impression. Following is the first thing a potential buyer will see.
- Maintain the lawn and shrubs.

-Tidy the front garden, and weed the flower borders.

- Invest in some seasonal planters.
- Paint the front door.
- Keep garbage cans out of sight.
- Put in a few small flowering plants.
- Clean out gutters and downspouts.

(2) Clean the interior

- No matter how beautiful a - house is, sloppy housekeeping will deter buyers
- Make sure the entrance is tidy and welcoming.
- Spring clean from top to bottom, in particular the kitchen and bathroom.

- Make sure the bathroom is spotless. Polish the fixtures, re-grout the bathroom tiles, replace - the old shower curtain, and declutter the countertops.
- Clean the oven -- many people check there for a clue to your housekeeping habits.
- Clean windows - Sparkling windows with your best curtains, drapes or blinds continue the perception of a well-maintained home.
- Shampoo dirty carpets.

(3) Perform necessary carpentry and maintenance

- Minor improvements can make a big difference in the appearance of a house.
- Complete any outstanding maintenance jobs that you have planned and never got around to doing.
- Oil squeaky hinges.
- Tighten cabinet knobs.
- Replace missing door handles.
- Fix leaky faucets.
- Clean or replace heating and air conditioning filters.
- Apply fresh coats of paint in neutral colors.

(4) De-personalize and get rid of clutter

You want potential buyers to imagine themselves living in the house. Having personal items, photos, and clutter present when a buyer is looking makes it difficult for them to imagine the house as their house. Make it easier by removing personal effects from the house.

- Put all personal effects out of site.
- Make other arrangements for children and pets.
- Clear stuff out from garage, basement, attic and closets.
- Move some or any extra furniture out.

(5) What to do during a showing or Open House

Let the light in. Open drapes and blinds (unless your view is of a parking lot or your neighbor's lawn ornament collection).

Perhaps invest in a new rug, accents lampshades, and bed linen.

Turn on the lights; bright rooms appear larger.

It's best to leave the house and let the Seller's Agent sell the home.

Pour vanilla extract on a cookie sheet and warm the oven to produce the homey sweet smell of cookies.

If you have a night appointment turn on the outside lights.

Selling the house is not only the Seller's Agent's responsibility, but also requires the seller's cooperation and commitment. That is the Art of the selling business!



Are You Ready to Sell Your House?

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market price TODAY**

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