



12 Suggestions On How To Sell Your Property

1. Make up beds with attractive spreads.
2. Wash dishes, put away clothes, and straighten up newspapers, magazines, etc.
3. If any redecorating is needed (especially the kitchen), do it now! \$20.00 worth of paint may help you avoid \$100.00 in price cuts. Bathrooms help sell homes. Make this room sparkle.
4. Keep pets out of the way when showing. They annoy many buyers and distract their attention.
5. Never try to sell furniture to a customer before the deal is complete.
6. Don't carry on conversations with buyers looking at your home. Leave nice little signs to point out any special amenities that might be missed by a buyer.
7. Avoid having too many people present during inspections. The potential buyer will feel like an intruder and will hurry through the house. Do not allow children to tag along on visitors' tours.
8. Replace missing or burned-out light bulbs. Illumination is like a welcome sign. The potential buyer will feel a glowing warmth when you turn on all your lights for an evening inspection.
9. Dress up windows in freshly laundered curtains.
10. Your front door gives a vital first impression while a prospect waits for you to answer the doorbell. Scrub it clean.
11. Mow the lawn, trim overgrown shrubs, and clean up debris from your yard.
12. Never apologize for appearance – it only accents or distracts.