

## **15 Steps to Sell Your Home Faster and For Top Dollar**

### **1. Making a Good First Impression**

A well maintained and clutter free lawn gives a welcoming appeal to prospective buyers. If it is a re-sale property freshly painted walls can make a tremendous difference. Painted walls give a new home appeal and shows you take care of your home. If its winter time ensure all of your walkways are shoveled.

### **2. Invest a Few Hours in Touching Up**

Making sure the living room, the bathroom and kitchen are clean will add more value to a prospect. If there are some scuff marks on the floor or walls do a quick touch up. Prospects would rather see how great a home looks than wonder how it could look with a little work.

### **3. Lighting and Faucets**

It is important you check all faucets to make sure none are dripping water. Dripping water or slow drainage show possible plumbing problems and usually tend to discolor sinks. Another commonly missed area is lighting. Check that all lighting fixtures are working properly and that have good bulbs. Leaving a prospect in the dark can turn a prospect away from a room that could generally close the sale.

### **4. Doors, Doors, Doors**

If your closet doors, entrance doors, or cabinet doors squeak or stick, it will surely become a memorable instance in a prospects mind. A small amount of effort can make the path to closing a sale far smoother.

### **5. Safety First**

Make your residence as safe as possible for visitors. Most Homeowners tend to have all kinds of self-set booby traps. Items such as slippery throw rugs, low hanging overhead lighting or extensions cords should be taken care of to the best of your ability.

### **6. Showcase Your Space**

Potential buyers are always interested in storage space. Make sure the basement, attic and laundry spaces are clean and free of unnecessary items.

### **7. Organized Closets**

Although you may hate to think someone is looking in your personal closet space it is an area of interest for any visitor. The better organized and clean your closet appears the better. This is also a good time to get rid of unwanted clothing items or maybe even shoes and donate them to your local charity. A closet that appears larger is well earn your home more points in the mind of a prospect.

## **8. Bathroom Sparkle**

Your bathroom is one of the most important selling features in the home. Take the time to Clean and/or repair the caulking in the shower and tubs. Also keep your tub, sink and toilet clean and free of any mildew or soap scum.

## **9. Cozy Bedrooms**

Showing a comfortable bedroom is a must. Get rid of excess furniture for a more spacious look and if possible dress up the room with colorful bedspreads and fresh or clean curtains.

## **10. Daytime Showing**

Pull back those curtains and let the sun shine in! A bright home shows how cheery the property is.

## **11. Evening Showing**

Turn on all your indoor and outdoor lights if a prospect is visiting your home at night. Lights bring warmth to the home and make prospective buyers feel welcome.

## **12. Watch Your Pets**

Dogs and cats are great companions, but when you're showing your home it is important to understand that most visitors don't feel comfortable around people's pets. Try and have your cat or dog outside and leashed or try and take the pets for a drive while the home is being shown.

## **13. Relax**

If you so choose to stay in your home while it's being viewed, be friendly, but don't force conversation. Visitors want to look at a home with minimum amount of distraction.

## **14. A Low Profile is Better**

Let your real estate agent associate with a buyer. Your agent knows what a prospective buyer needs and wants. Your realtor will have a much easier time explaining the virtues of your home if you stay in the background. The best thing to do is simply go for a drive while your home is being shown.

## **15. Assist Your Agent**

Your agent will have a much easier time if all showings are booked through the office. If there are particulars your agent should know about the property that were initially missed, bring them to light. Your agent will appreciate the honesty and it may help in better results.