

[TIPS FOR SELLERS]

Simple Pointers to Make Your Property More Sell-Able

For the overall property:

- ▶ Make sure your entranceway (front fence, driveway, lane, gate, landscaping) gives an initial favorable impression. Repair, clean up, paint as needed.
- ▶ Prune dead limbs from trees, cut down dead trees, remove or cut back overgrown shrubs.
- ▶ Bushhog or mow all grassy areas—and keep it mowed regularly.
- ▶ Pick up any visible large deadwood in wooded areas.
- ▶ Get rid of any refuse (pieces of metal, fallen-down structures, junk).

If there is a house on the property:

- ▶ Look at the house exterior with a critical eye. Is there rotten wood that needs replacing? Need new paint? Shrubs need to be trimmed, some removed, new ones planted? Get rid of spider webs, wasp nests. Clean the window screens and wash the windows.
- ▶ Keep the lawn mowed and watered, edge driveway and curbs, keep walkways clean.
- ▶ Reduce clutter. Outside the house, remove broken, stored or crowded-looking items. Inside the house, remove (possibly store offsite) some furniture, decorations, things hanging on the walls. Create some “blank space” so the potential buyers can envision their furniture and belongings in the home. Remove stored items (and maybe off-season clothes) from closets so they look larger—closet space is high on buyer’s list. It even helps to de-clutter the garage and storage areas.
- ▶ Repaint some walls (if needed) to freshen the look. If you have walls that are purple or zebra-striped, consider repainting in a neutral color.
- ▶ Fix leaky faucets, running toilets, sticking doors and windows, faulty lights.
- ▶ Keep the house in “show condition” all the time it’s listed.
- ▶ Allow your home to be shown only by authorized agents. If a friend or neighbor hears your property is for sale and wants to “take a look,” refer them to your listing agent.