

18 WAYS TO MAKE YOUR HOME MORE SHOWABLE

People usually decide within 2 minutes whether they like your house. The first impression is often the lasting impression. Visitors start forming their opinion before they even walk in the front door! So it is smart to ask yourself if your house is as presentable as it can be for a faster sale at the best price. The best way to find out is to imagine you're a prospective buyer... approach your home the way you would look at other houses. The following time tested tips will help make your home more presentable and help it to sell at a higher price.

- 1. First impressions are lasting...** The front door greets the prospect. Make sure it is fresh, cleaned and scrubbed looking. Keep lawn trimmed and edged, and the yard free of refuse. Be sure snow and ice are removed from walks and steps.
- 2. Decorate for a quick sale...** Faded walls and woodwork reduce appeal. Why try to tell the prospect how your home could look, when you can show him by redecorating? a quicker sale at a higher price will result. an investment in new kitchen wallpaper will pay off.
- 3. Let the sun shine in...** Open draperies and curtains and let the prospect see how cheerful your home can be. (Dark rooms do not appeal.)
- 4. Can you see the light...** 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.
- 5. Fix that faucet...** Dripping water discolors sinks and suggests faulty plumbing.
- 6. Repairs can make a big difference...** Loose knobs, sticking or squeaky doors and windows, warped cabinet drawers, and other minor flaws detract from home value. Have them fixed.
- 7. Kitchens are the living rooms of the 90s...** Make sure your kitchen is a comfortable place to be in. Stove, refrigerator, and sinks should be spotless. Clear all counter tops.
- 8. From top to bottom...** Display the full value of your attic, basement, and other utility space by removing all unnecessary articles. Brighten dark, dull basements by painting walls.
- 9. Safety first...** Keep stairways clear. Avoid cluttered appearances that can lead to possible injuries.
- 10. Make closets look bigger...** Neat, well ordered closets show that the space is ample.
- 11. Bathrooms help sell homes...** Check and repair caulking in bathtubs and showers. Make this room sparkle.
- 12. Arrange bedrooms neatly...** Remove excess furniture. Use attractive bedspreads and freshly laundered curtains.
- 13. Spray...** with scented disinfectant especially if someone smokes cigars.
- 14. Three's a crowd...** Avoid having too many people present during inspections. The potential buyer will feel like an intruder and will hurry through the house.
- 15. Music...** Turn off the blaring radio or television. Let the buyer talk, free of disturbances. If you must have music, turn on an FM that plays pleasant background or instrumental music, but keep it soft.
- 16. Pets underfoot...** Keep them out of the way, preferable out of the house if possible.
- 17. Silence is golden...** Be courteous but don't force conversation with the potential buyer. They want to inspect your home, not pay a social call.
- 18. Prepare...** a professional looking list of your home's features and benefits and have it available. Leave your prospects with a positive record of their visit.

