

THE **INFORMED** Home Buyer/Seller™

Helpful Advice for Making the Right Move

Issue 6

Top **5** to Impress Home Buyers

Remember when you found your current home? You walked in and got the feeling it was a great fit for you and your family. Now that you're selling your house, you need to make that same impression on the next potential buyer. Here's how to do it.

1) Clean and de-clutter

Make sure your kitchen, bathrooms, and floors sparkle. Use old-fashioned elbow grease or call in professional cleaners to get the job done. Can you walk into your walk-in closet? Does your car barely fit into your garage? Start packing early and put your seasonal and personal things into storage. Make your rooms and cupboards look spacious.

2) Repair the little things

Put on your home inspector's hat and walk through your house. Make a list of the items that need attention and arrange for repairs. Focus on your entry-way, drywall, paint, sticky/squeaky doors, leaky faucets, flooring and countertops.

3) Help buyers see themselves in your house

Remove your family photos and personal mementos. If you're a collector, pack up your collection. Buyers have difficulty picturing themselves in your house when your personal items are on display.

4) Let the light in

Bright homes often have a higher resale value. Get your windows cleaned, inside and out. (Consider hiring a professional.) Pull back blinds and draperies to let natural light in. If you still have some dark spots, add floor or table lamps to the area.

5) Groom your yard

You wouldn't go to a job interview without being well groomed, so make sure your yard is groomed for viewings. Trim your hedges and shrubs. Cut the grass. Pull weeds and cut back any greenery that covers walkways.

Need more tips on preparing your house for sale? Call today.

Be "Pet Smart" When Selling Your House

A chewed up toy mouse that the cat has tortured looks cute to some people — but not to others. Some people just don't appreciate pets, and all the sights, sounds, and smells that go with them. So, to keep potential buyers focused on your house, and not your pet, follow these simple tips:

- Wash and put away the pet toys and food bowls.
- Refresh the kitty litter.
- Check your yard for doggie doo.
- Use room or carpet deodorizer.
- Send your pet on vacation during showings.

You love your pet. But it's your house that you're trying to sell.

Think, Act... Live!

"A man is rich in proportion to the number of things he can afford to let alone."

Henry David Thoreau

"One does not accumulate but eliminate. It is not daily increase but daily decrease. The height of cultivation always runs to simplicity."

Bruce Lee