

# Quick Tips to Selling Your Home

## **Help Your Home Smile a "Welcome" to Buyers**

### **First Impressions are lasting**

Make sure the door and front stoop are clean and uncluttered. Keep the lawn and bushes trimmed and the yard free of refuse.

### **Freshen-up the walls**

Faded walls and worn woodwork reduce appeal. Investing in fresh paint and new wallpaper will pay dividends.

### **Let the sun shine in**

Open draperies and curtains to let the prospect see how cheerful your home can be.

### **Smell the fresh air**

Open the doors and windows to air-out the rooms. Consider getting the carpets cleaned to remove stains and odors.

### **Fix that faucet**

Dripping water discolors sinks and suggests faulty plumbing.

### **Repairs can make a big difference**

Loose knobs, sticking doors and windows, warped cabinet drawers and other minor flaws detract from the home value. Have them fixed.

### **Neat closets look bigger**

Well-ordered closets show that space is ample. Consider packing-up out of season clothes if the closets are over stuffed.

### **Bathrooms help sell homes**

Check and repair caulking in bathtubs and showers. Rid your countertops of clutter. Make your bathroom sparkle!

### **Arrange bedrooms neatly**

Remove excess furniture; use attractive bedspreads and freshly laundered curtains.

### **From top to bottom**

Display the full value of your attic and other utility space by removing unnecessary clutter.

### **Safety first**

Keep walkways, stairways and hallways clear.

## **When an Agent Shows Your Home**

### **Three's a crowd**

Try to schedule activities outside of the home when appointments have been scheduled. Having you there can make the potential buyer feel like an intruder, causing them to hurry through the house.

### **Avoid distractions**

Turn off the television and radio. Your taste may not be the same as the potential buyers; music and television can distract them from focusing on the home.

### **Pets underfoot**

Keep them out of the way, preferably out of the house.

### **Silence is golden**

Be courteous, but do not force conversation with potential buyers. You will be called if you are needed to answer questions.

### **Be it ever so humble**

Never apologize for the appearance of your home. After all, it has been lived in and you may point out something the potential buyer hasn't noticed. Let the trained salesperson answer any objections.

### **Stay in the background**

Consider leaving the house during showings. The sales person knows the buyer's requirements and can better emphasize the features of your home without you there.

### **A word to the wise**

Let your Realtor discuss price, terms, possession and other factors with the customer. The Realtor is eminently qualified to bring negotiations to a favorable conclusion.

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