

# Selling Your House

Blue Pacific Realty

## *10 Ways to Make Your House More Salable*

1. Get rid of clutter. Throw out or file stacked newspapers and magazines. Pack away most of your small decorative items. Store out-of-season clothing to make closets seem roomier. Clean out the garage.
2. Wash your windows and screens to let in more light.
3. Keep everything extra clean. Wash fingerprints from light switch plates. Mop and wax floors. Clean the stove and refrigerator. A clean house makes a better first impression and convinces buyers that the home has been well cared for.
4. Get rid of smells. Clean carpeting and drapes to eliminate cooking odors, smoke, and pet smells. Open windows and light scented candles.
5. Put higher wattage bulbs in the light sockets to make rooms seem brighter, especially basements and other dark rooms. Replace any burnt-out bulbs.
6. Unrepaired minor problems can create a bad impression. Fix sticky doors, torn screens, cracked caulking, and dripping faucets. Overlook them and risk giving the impression that the house isn't well maintained.
7. Tidy your yard. Cut the grass, rake the leaves, trim the bushes, and edge the walks. Put a pot or two of bright flowers near the entryway. Clean gutters and downspouts.
8. Patch holes in your driveway and reapply sealant, if applicable.
9. Polish your front doorknob and door numbers.



## *Ways to Speed Up Your Sale*

- Price it right.
- Be flexible about showings. It's often disruptive to have a house ready to show on the spur of the moment, but the more often someone can see your home, the sooner you'll find a buyer.
- Be ready for the offers. Decide in advance what price and terms you'll be comfortable accepting.
- Don't refuse to drop the price. If your home has been on the market for more than 30 days without an offer, be prepared to lower your asking price.

What's the best piece of advice for both buyers and sellers to ensure that a transaction flows smoothly?

*Hire an experienced real estate professional. Whether buying or selling, an experienced real estate agent has handled hundreds of real estate transactions and is best prepared to foresee potential problems. Once you have hired the best, most-experienced agent, heed his or her advice.*

*Both buyers and sellers can benefit from dealing with real estate professionals who have a win/win mentality. The easiest deals seem to be the ones in which all parties are flexible, willing to cooperate and educated about the sales process.*