

# 40 Tips to Help Sell Your Home

Let me help you make the best first impression you can. Call me and let my experience work for you when it comes to increasing 'curb appeal' and attracting buyers quickly.

*Note: Do cosmetic things first and avoid making major changes unless they will increase the value of your home more than the cost of the improvement.*

## Compliments of...



### AVR Properties Terrie Lynn Lawson

Realtor®  
01453918  
1332 Concannon Blvd  
Livermore, CA 94550  
Phone: 916-267-5550  
Fax: 925-447-2367  
Terrie@YourHomeSacramento.com

*I come with referrals.*

## Outside

1. Invest in landscaping where it can be seen at first sight.
2. Cut back overgrown shrubbery that looks scraggly or keeps light out of the house.
3. Paint your house if necessary. This can probably do more for sales appeal than any other factor.
4. Inspect the roof and gutters.
5. Consider putting flowers outside, near the front door.
6. Repaint the front door.

## Kitchen

7. The kitchen is the most important room in the house. Make it bright and attractive. If dull, paint cabinets and put up perky new curtains.
8. Clean the ventilating hood in the kitchen.
9. If the kitchen floor is badly worn, put down new flooring. Replace any broken or chipped tiles.
10. Remove any appliances that you keep on your counters. Clean counters make the room look larger.

## Living Areas

11. Have all plaster in top shape.
12. Check ceilings for leak stains. Fix the cause of the damage, repair the ceiling, and paint.
13. In painting and redecorating, avoid offbeat colors—stick to conventional white outside and easy-to-work-with pastels inside.
14. If you have a fireplace, clean it out and lay in some logs to make it look inviting.
15. Wash windows.
16. Replace broken glass.
17. Mend torn screens.
18. Check to see that all windows will open and close.
19. Replace burned-out light bulbs. Use brighter light bulbs.
20. Make sure every light switch works.
21. Make the floors shine; clean, polish and nail down any cracking boards or stair treads.
22. Straighten up the closets—get rid of excess items. Use air freshener to eliminate musty odors. Lubricate any sticky or squeaking doors.
23. For sliding doors that stick in their tracks, rub the tracks with paraffin or candle wax.

## Bathroom

24. Repair dripping faucets.
25. Use special cleaning products to remove stains from toilets, bathtubs, sinks and showers.
26. If sink and bathtub drain too slowly, unclog them.

## Basement, Attic, Garage

27. Clean out attic, basement and garage. Dispose of everything you are not going to move. Package everything you won't need until you're settled in your new home.



## When Your House is Being Shown

28. Keep room draperies and shades open to let light in. It makes the room appear larger.
29. Have your home well-lighted during showing.
30. At night, turn on porch light and outdoor lighting in back if you have it.
31. Neatness makes a room look bigger. Avoid clutter.
32. If possible, leave your furniture and rug in the house for showing.
33. Avoid having dirty dishes in the sink or on the counters.
34. Keep any toys in the children's rooms.
35. Keep radio, stereo and TV off or turned way down.
36. Take your family away if your broker is holding an Open House.
37. Refer direct inquiries you receive about seeing your house to your Agent and take advantage of their professional skills in selling your home.
38. Don't mention furniture or furnishings you wish to dispose of unless asked.
39. Take pets outdoors when your house is being shown.
40. Let the Agent show your house, and don't tag along.

*Good luck!*

