

21 Ways to sell your home for more.

YOUR HOME IS PROBABLY YOUR MOST IMPORTANT ASSET

It is far too valuable to ignore as an INVESTMENT.

The following points are to help you start thinking of your home in a thorough, businesslike manner.

They are designed to help you to make your home more SALEABLE and VALUABLE!

As you go through the points please don't be

offended if we do mention a few that would never apply to you.

Being unemotional about its good and bad points will help you to see more clearly what to do.

1

SPRING CLEANING

Tidy up. Hold a garage sale. Get rid of anything you don't need.

2

LIGHT

Light houses sell well. Open curtains. Turn on lights before inspections.

3

FIX OBVIOUS FAULTS

Faults encourage Buyers to look for more.

4

PETS

You love them...but maybe Buyers don't. Keep them outside during inspections.

5

SMELL

Cooking, pets, dampness and smoking can give your houses a nasty smell

6

KITCHENS & BATHROOMS

are the most important rooms in the house. Squeaky clean they can make a sale.

7

FIRST IMPRESSIONS

Check that your house looks attractive from the street or your agent may find it difficult to get Buyers in the front door.

8

GARDENS

Overgrown gardens give the impression of being too difficult to look after.

9

NEIGHBOURS

Any unsightly problems in your street will detract from your home, so get together and ask to clean up or ask them to move their semi - trailer from the footpath

10

VIEWS

Prune trees and shrubs if they are blocking your best views. Clean the windows and screens add to the view.

11

OUTSIDE

Spruce up the exterior by washing down or repainting. Clean guttering, brush away leaves and cobwebs.

12

SILENCE IS GOLDEN

Turn of the music and the television.

13

HOMELY TOUCHES

Give Buyers good feelings - fresh flowers on the table, jars of cookies in the kitchen. Buying is an emotional decision.

14

LITTLE THINGS

Fix all those "little things" - the loose door knob or that won't or that leaky tap.

15

CUPBOARDS

Clean out the cupboards. The less they have in them, the bigger they look, storage space is a definite feature!

16

AVOID CONFUSION

Remove/replace, prior to marketing, any item not included in sale, or use special tags marking the item as "NOT INCLUDED IN SALE".

17

TEMPERATURE

Welcome Buyers with a warm home in winter or cool home in summer.

18

KEYS

If you are giving out a key, please make it one to the front door, your Buyer is too important a visitor to bring in via the "trades - man entrance".

19

YOU

Buyers are timid. Try not to be in during inspections, but if you are try to be as inconspicuous as possible. Let the agent handle it all. He has lots of experience and that's what you're paying him for. NEVER apologise for your home.

20

TELL PEOPLE YOUR HOME IS FOR SALE (and who is handling it for you) The best way to do this is to use the recognised **Medallion Homes** sign.

21

CHOOSE THE RIGHT AGENT

Yes - it really CAN make a difference. **Medallion Homes** you know right away you are dealing with Pafo's Leaders in Real Estate. Give us the opportunity to show you just how effective the **Medallion Homes** system really is. Remember we are only paid on results!!



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...your home in the sun

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MOB: 99 405999

email: info@medallionhomescyprus.com
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