

# 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.

Over 30 Years Experience in International and Cyprus Real Estate

The key to...  
...your home in the sun



**Medallion Homes**  
Licensed Real Estate Agent  
Reg No 644 - License No 109/E

**For Sale**

**MOB: 99 405999**

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- 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.

### 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!!

# 21

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**SOLD**  
WE HAVE OTHERS

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**Committed to achieving results**

