

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 off 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!!

