

How to Get Ready to Sell

A good first impression is essential to the prospective buyer.

You can trust me to give you the honest feedback on the details necessary to making your house ready for the market.

Together, you and I will review the most important aspects:



- **Curb Appeal**

You can create an attractive, well-maintained property by tending to the lawn, garden, hedges, etc. Paying close attention to the condition of the property pays dividends as we through the marketing process

- **Neatness Counts!**

A sparkling interior enhances its appeal to buyers, Shampoo carpeting and if it's old and worn, we can discuss the merits of replacing it or reflecting its deferred maintenance in the sales price.



- **Eliminate Clutter**

Box up everything not needed regularly and store it. Potential buyers need to focus on the best features of your home without being distracted by knick-knacks. Remove unneeded furniture to make each room appear more spacious. Use "Less is Best" as your motto.



- **It's a Team Effort**

Enlist the help of all household members to get the house ready and keep it ready for prospective buyers.

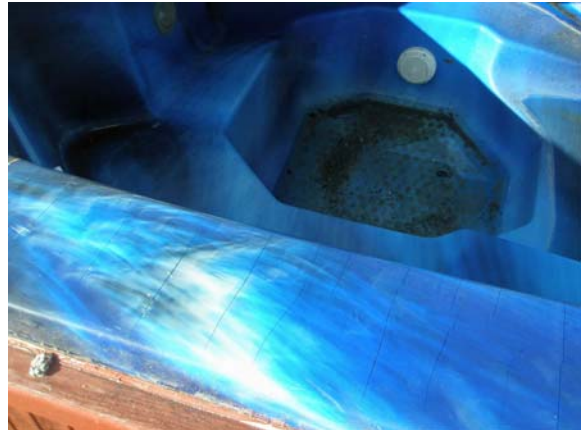
Preparing your home for sale at the highest price

The following "tricks of the trade" will help you keep track of what needs to be done to make a great first impression. The whole idea is to present a clean, spacious, clutter-free home-the kind you'd like to buy. Accomplish a little every day, and before long your home will be ready to make the impression that can make the sale.



Home Exterior

- Take stains off driveway
- Clean and repair lanai/deck
- Remove outdoor furniture which is not in good shape
- Make sure pool or spa sparkles
- Repair broken windows and screens
- Hose off exterior and trim
- Pain the front door and mail box
- Touch up exterior paint, repair gutters and eaves
- Add new front door mat



Home Interior

- Add a fresh coat of paint in neutral colors
- Shampoo carpeting, replace as needed
- Clean and wash kitchen and bathroom floors
- Wash all windows, vacuum blinds, wash window sills
- Clean out and organize closets, add extra space by packing cloths and items you won't need again until after you've moved
- Remove extra furniture

- Repair problems such as loose door knobs, cracked molding leaking taps and toilets, squeaky doors, closets or screen doors which are off their tracks
- Use scented candles or potpourri for Open House
- Secure jewelry, cash or other valuables



Yard

- Mow lawn
- Trim shrubs
- Edge gardens and walkways
- Sweep walkways and driveway
- Mend fences and gates

Living Room

- Make it cozy and inviting, remove worn furniture frayed or worn rugs



Kitchen

- Make sure appliances are spotless inside and out

- Make sure all appliances are in perfect working order
- Clean often-forgotten spots on top of refrigerator and under sink
- Wax or sponge floor to brilliant shine, clean baseboards
- Un-clutter all counter space
- Organize items inside cabinets, pre-pack anything you won't be using before you move



Bathrooms

- Remove all rust and mildew
- Make sure tile fixtures, shower doors etc., are immaculate and shining
- Make sure all fixtures are in good repair
- Make sure all lighting is bright

Master Bedroom

- Organize furnishings to create a spacious look with well-defined sitting, sleeping and dressing areas



Garage/Carport

- Dispose of all unnecessary items
- Clean oily cement floor
- Provide strong overhead light

- Tidy storage or work areas

When Its' Time to Show

- Open all drapes and shades, turn lights all on
- Pick up toys and other clutter, check to make sure beds are made and cloths put away
- Give the carpets a quick vacuuming
- Add some strategically-placed flowers
- Open bathroom windows to fresh air
- Light scented candles or provide other scents
- Turn on music, low
- Put pets in yard or take to friends
- Make sure pet areas are odor-free

Wanting to sell your property will obviously take time and certain amount of work and money. You should plan for this.

Part of my job is not only provide you with the right price but help you organize and execute a list of "things to be done" prior to the sale of your property to help insure you getting top dollar for your home.

This entails sitting down with you to listen to your goals and taking a tour of your home to find out what will be most appealing to prospective buyers in the market. Some upgrades that may have been done in the past may no longer be the upgrades that most buyers are looking for at this time. Then again, some upgrades may be exactly what buyers are looking for and these features and benefits will be leveraged in advertising.

Repairs and perhaps further upgrades may be what are needed to get your home ready For Sale and I have a list of qualified, licensed contractors for you to consider.

Resources available to you through my services: Stagers, Painters, Plumbers, General Contracting, Pool Services, Roofers, Landscapers and more.

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