



# First Impressions



# CURB APPEAL IS ESSENTIAL



**1** A buyer's first impression is formed by viewing the outside of your property. A mowed lawn, trimmed hedge and weeded garden all help create a good first impression.

**2** Inspect the exterior of your property, including shutters and windows. Steel or aluminum siding should be clean. If the house needs painting, buyers will notice and may consider it a major objection to purchasing your property.

**3** Pay close attention to the front door. It should sparkle. Polish the doorknob, clean the glass and replace a worn screen.

A sparkling clean home greatly enhances its appeal to buyers. Scrub each room from top to bottom giving special attention to the kitchen and bathrooms.



Shampoo the carpet. If your carpet is old or matted it will be a detriment to selling the property. Consider replacing or removing it.



# NEATNESS COUNTS

# Eliminate Clutter



**C**losets, cupboards and other storage areas should be neat and uncluttered. Box everything that you do not use regularly and donate it, sell it, throw it or store it. Look at each room in the house with “less is best” as your objective.

## Tip!

Remove unneeded furniture to make each room appear more spacious.

## Tip!

Kitchen countertops should be clear of everything except what you use daily.

# If it is broken, fix it



Needed repairs such as a loose door knob, broken dishwasher, dripping faucet and squeaky door all detract from a property's value. An afternoon spent making needed repairs now can eliminate a buyer's objections later. Hire a professional if necessary.



## Small Additions Make a Big Impression

With minimum expense, you can improve the appearance of any room. Consider replacing worn area rugs and throw pillows. New towels can freshen a tired kitchen or bath. Flowers add warmth and charm to any location. Identify the things you can do to make your home more pleasing to a buyer.



# Teamwork



Enlist the help of all household members to get the house ready - and keep it ready - for prospective buyers. A few minutes spent tidying up each morning can make a crucial difference for a showing in the afternoon.



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