



Ready – Set – List – Sell!

15 seconds.

Research says that's about how long it takes most buyers to decide whether they're going to seriously consider making your house their new home. So how can you make sure your home makes a great first impression?



Clean, clean, clean it! That includes windows, floors, closets, bathroom fixtures, and storage areas. Remove unnecessary, seasonal, and rarely-used items from rooms and closets. It gives your home a more spacious, tidy, and well-organized look and feel.

If items are worn out or broken, replace or fix them. Squeaky doors, burned out light bulbs, and missing knobs suggest to a buyer that the seller "doesn't care" about the property. If the seller doesn't care about the little things, did the seller care about the big things – furnace maintenance, or electrical and plumbing issues?



90+ percent of buyers aren't looking for a fixer-upper or even a home that will require them to remove wallpaper they don't like, or replace carpeting that is worn or stained. Most want a house that is clean and move-in ready.



The majority of buyers like homes with great lighting. If you're leaving your home just before a showing, turn on all lights and make sure curtains, drapes, and blinds are open. A bright home is a welcoming home.



Check your kitchen countertop and make it look as spacious as possible by putting unnecessary items in cupboards or storage.



If your home needs painting, neutral is best. If you think it's too much work to paint, the buyers may agree with you and choose another house.

Strong odors such as cooking smells, pets, diapers, mold, mildew and smoke can literally kill a sale. Some buyers will walk right out of a house with a cat or dog urine smell.



Many buyers will do a "drive-by" prior to viewing the interior of the home. Cleaning the gutters, power-washing your siding, or taking time to do a little touch-up painting can make your home standout! Trim hedges and pull weeds out of cracks in the sidewalk and driveway.

Sometimes sellers look at their real estate agent and say, "I don't want to re-do my house, I want to sell it." While that's true, some work can really pay off. You may get a faster sale with a better return financially.

Let your chosen agent walk through your home and help you decide what needs to be done and what is optional. Our goal is the same as yours – to quickly sell your home for the best price possible. We show a lot of homes and will share with you what today's buyers are saying and seeking in their house hunt.



Call Nordin Realty at 681-7789. We'll walk you home!

