

# Is My Home Ready to Sell?

## Giving Your Home the On-the-Market-Makeover

You work with a Realtor because he or she is best able to sell your home quickly and profitably. Your relationship with your Realtor is a partnership. While s/he markets your property, it is up to you to give your home a simple, inexpensive make-over. It can go a long way toward a speedy sale.

### Before the "Showings" Begin

The exterior of your home often determines how buyers will view the interior.

- Make sure your front entrance is clean and inviting.
- Paint or replace your front door if it is faded or worn.
- Add some paint to shutters, trim, and any other outside features showing signs of wear and tear.

Buyer's often see the surface condition of your home as a sign of what is underneath.

- Keep windows and floors clean.
- Repair worn woodwork.
- Repaint or touch-up scarred or dirty walls.
- Steam clean carpeting or replace if necessary.

### Additional Hints

- Open curtains and blinds to add natural light.
- Remove clutter from surfaces, closets, and basement. This makes spaces appear larger.

### After the "Showings" Begin

- Try not to be home during home tours. Buyers often feel uncomfortable in the presence of the homeowner.
- Minimize distractions - turn ringer off on phone.
- Keep pets and supplies out of sight.
- Keep the heat or air conditioning at comfortable levels.
- If you have a fireplace, light it during winter/ fall showings.
- Remove personal effects such as photographs (buyers try to picture themselves and their families in the home).
- Use candles or air fresheners to create a pleasant aroma.



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