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Your Personal Broker Associate

Don't Just Show Your Home. . . Show It Off !

First Impressions Are Lasting – The front of your home greets the prospect. Be sure your landscaping is well manicured, cut your lawn weekly and edge up the driveway and along the sidewalks, make sure the exterior paint is in good condition, front door is clean, your walk is clear of snow and ice.

Decorate for a Quick Sale – It will pay dividends for you. Faded walls, torn wallpaper, and worn woodwork will reduce the appeal of a home. Invest in reasonably priced redecorating ideas like wallpaper and paint. A quicker sale at a higher price will result.

Let the Sun Shine In – Open the drapes and shades, and turn on the lights to make your home bright and cheerful.

Little Things Mean A Lot – Take a few moments to make sure faucets don't drip, doors don't stick or have loose knobs. Don't forget your windows and cabinet doors. Get all those minor flaws fixed since they detract from your home's value.

From Top to Bottom – Display the full value of your closets, vanities, cabinets, attic and basement by removing all unnecessary articles. Make them look bigger and neat to show the space is ample. Stack all items in the garage and basement against the walls to show maximum floor space. Vacuum the garage and basement floor and rafters. Extra toys in a child's room and knick-knacks actually make your rooms appear smaller-store these items.

Bathrooms – Make these rooms sparkle! Check and repair any damaged or discolored caulking.

Music is Mellow – Turn off the television. Soft music can be appealing, but keep it low. A winter fire in the fireplace warms the atmosphere.

Curb Your Pets – Keep pets out of the way and make sure pet areas are clean and odor free.

Secure Valuables – You may want to consider placing valuables in a safety deposit box while your home is on the market.

Try to arrange your schedule so that you can **leave your home** when an appointment is scheduled. (If prospects are alone with the Realtor, they're more likely to feel free to ask questions and comment on your home.)

If you are home during the showing, try to **stay out of the way**. Let the Realtor do the showing.

Don't chat with prospects about the house-and especially avoid the topics of price, terms, possession, or other details about the house.

Make sure your house is tidy and cleaned from top to bottom. **A clean house shows better**, and therefore sells better.

Do not show your home to prospects without an appointment.
Refer them to your Realtor.

Don't try to negotiate the sale of any furnishings to the prospect.