

SOUND OFF *Patty McManus*

What are some tips for home sellers preparing a listing?



Every seller is looking to capitalize on their real estate investment. The way to accomplish this is by preparing the property to present it to the prospective buyers under the best possible circumstances.

First, the seller should take a look at the home with a discerning buyer's eyes. The seller's real estate agent can help with this as well.

Curb appeal is the buyer's first impression of the home. The lawn should be freshly mowed, and trees, bushes and shrubs should be trimmed.

Flower beds should be free of weeds and freshly mulched. The exterior of the home should be power washed and/or painted prior to listing.

The front door should be freshly painted and a new door mat and seasonal wreath will add a welcoming touch. The front porch should be swept, neat and clean. If there is room for containers filled with blooming flowers, it is a good idea to add those as well.

Also, never underestimate the power of sparkling clean windows. It allows the natural light to enter and really does make a

big impact.

If the interior walls are scuffed, a fresh coat of paint can really give the place a nice facelift. Deep clean the entire house and remove any unnecessary furniture and clutter to make the room look larger. Eliminate the source of unpleasant odors. Cooking, cat box and other odors should be addressed before listing.

After the home is listed and before showings, all of the lights should be turned on and doors to all of the rooms left open. Some sellers have left freshly baked goods out for the

buyers to sample. Baking leaves the house smelling fantastic and the buyers appreciate the snacks.

One or two vases of fresh flowers are always a nice touch as well. They add color and give a welcoming feel.

The spring market is here and the buyers are out. If you are a seller, you need to do everything within your power to make your home stand apart from the competition.

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