
SOUND OFF *Patty McManus*

What is the best advice you have for springtime sellers?



Every seller is looking to reap the rewards of their real estate investment. The best way to accomplish this is by preparing the property to present itself in the best possible light to the prospective buyers.

The seller should take a look at their home with a discerning buyer's eyes. The seller's real estate agent can help with this as well. Also, a pre-listing checklist can be put together and items can be prioritized.

Start at the curb. This is the buyer's first impression of the home. The lawn should be

freshly mowed. 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 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.

Never underestimate the pow-

er of sparkling clean windows! It allows the natural light to enter and really does make a big impact whether the buyers are aware of it or not.

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 rooms look larger. Eliminate the source of any unpleasant odors.

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. 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, do your best to make a strong first impression. By making a few adjustments, your home will stand apart from the competition.

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