

THE **INFORMED** Home Buyer/Seller™

Helpful Advice for Making the Right Move

Issue 5

Uncommon *Tips* for Making Your Home Show Better

Most people know the basics of preparing a home for a viewing or an open house: make sure everything is clean and tidy, mow the lawn, sweep the walkway, etc.

But there are a number of lesser known tips — tips you often don't hear about — that can make your home even more attractive and desirable to potential buyers.

In the kitchen, for example, it's obvious that the stove, sink, and countertops should be spotless. But did you know that grinding a lemon will help eliminate any lingering odors? You should also arrange the contents of your cabinets and refrigerator to face forward.

In the bathrooms, make sure the toilet lids are closed. Hang matching towel sets.

Moving onto the bedrooms, check that nothing is lying around. Even a shirt draped neatly over a chair can appear messy to some people.

In the kids' rooms, the toys should be "staged," not just flung around. For example, set up a train set like an appealing store display. Don't just have bits and pieces scattered on the floor.

If possible, move half the contents of all closets into storage. This makes a big difference in how spacious they'll appear.

Turn on everything: all the lights (even the one above the stove), the fireplace, the backyard fountain.

And here's another uncommon tip. House plants look their best — brighter, more upright and alive — approximately four hours after you water them.

Finally, put on some easy listening tunes to create a pleasant auditory background. Keep the volume low. No one should have difficulty talking above the music.

All these tips take just minutes to implement, but they can make a big difference in how your home shows. Studies prove that a well prepped home will often sell faster, and for a higher price, so it's worth the effort.

Need more tips on prepping your home for sale? Call today.

Under What Conditions Should You Accept a Conditional Offer?

Ideally, you want a firm offer for your home. That means the buyer offers you a certain price, and you can either accept or reject it.

Sometimes, however, a buyer will make a conditional offer. For example, you may be offered your full asking price — but only on the condition that the buyer can sell their current home or secure appropriate financing within a specified period of time.

Should you accept a conditional offer? Despite the risk that it may "fall through"?

There's no easy answer. That's why you should discuss these types of offers with your real estate agent in advance. A good REALTOR® will help you determine the conditions under which you should accept a conditional offer.

Think, Act... Live!

"Many a false step was made by standing still."

One of the top 100 fortune cookies

"Do your own thinking independently. Be the chess player, not the chess piece."

Ralph Charell