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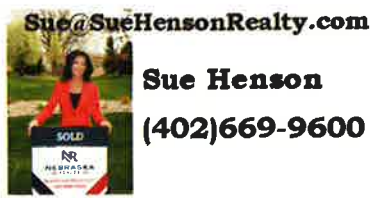
5 Ways to Speed Up Your Sale

1. Price it right. Set a price at the lower end of your property's realistic price range.
2. Get your house market-ready for at least two weeks before you begin showing it.
3. Be flexible about showings. It's often disruptive to have a house ready to show on the spur of the moment, but the more often someone can see your home, the sooner you'll find a seller.
4. Be ready for the offers. Decide in advance what price and terms you'll find acceptable.
5. Don't refuse to drop the price. If your home has been on the market for more than 30 days without an offer, be prepared to lower your asking price.



10 Ways to Make Your House More Salable

1. Get rid of clutter. Throw out or file stacks of newspapers and magazines. Pack away most of your small decorative items. Store out-of-season clothing to make closets seem roomier. Clean out the garage.
2. Wash your windows and screens to let more light into the interior.
3. Keep everything extra clean. Wash fingerprints from light switch plates. Mop and wax floors. Clean the stove and refrigerator. A clean house makes a better first impression and convinces buyers that the home has been well cared for.
4. Get rid of smells. Clean carpeting and drapes to eliminate cooking odors, smoke, and pet smells. Open the windows.
5. Put higher wattage bulbs in light sockets to make rooms seem brighter, especially basements and other dark rooms. Replace any burnt-out bulbs.
6. Make minor repairs that can create a bad impression. Small problems, such as sticky doors, torn screens, cracked caulking, or a dripping faucet, may seem trivial, but they'll give buyers the impression that the house isn't well maintained.
7. Tidy your yard. Cut the grass, rake the leaves, trim the bushes, and edge the walks. Put a pot or two of bright flowers near the entryway.
8. Patch holes in your driveway and reapply sealant, if applicable.
9. Clean your gutters.
10. Polish your front doorknob and door numbers.



20 Low-Cost Ways to Spruce Up Your Home

Make your home more appealing for potential buyers with these quick and easy tips.

1. Trim bushes so they don't block windows and cut down on light.
2. Buy a new doormat.
3. Put a pot of bright flowers (or a small evergreen in winter) on your porch.
4. Put new doorknobs on your doors.
5. Put a fresh coating on your driveway.
6. Edge the grass around walks and trees.
7. Keep your garden tools out of site.
8. Be sure kids put away their toys.
9. Buy a new mailbox.
10. Upgrade the outside lighting.
11. Use warm, incandescent light bulbs for a homey feel.
12. Polish or replace your house numbers.
13. Clean your gutters.
14. Put out potpourri or burn scented candles.
15. Buy new pillows for the sofa.
16. Buy a flowering plant and put it in a window you pass by frequently.
17. Make a centerpiece for your table with fruit or artificial flowers.
18. Replace heavy curtains with sheer ones that let in more light.
19. Buy new towels.
20. Put a seasonal wreath on your door.



**HERE ARE SOME SUGGESTIONS IN PREPARING YOUR HOUSE FOR SALE TO HELP
US GET THE HIGHEST PRICE POSSIBLE!**

- Invest in landscaping.
- Apply extra fertilizer to make the grass look lush and green
- Cut back on any over grown shrubbery that looks scraggly or keeps light out of the house.
- Paint the house if necessary. At least touch up front shutters and window frames.
- Keep walks free of snow and ice.
- Inspect roof and gutters. Replace missing shingles and keep gutters and down spouts in place.
- Repaint/stain the front door. Put a right coat of paint on the mailbox.
- Consider planting flowers outside the front door.
- Repair broken outdoor steps.
- Make the kitchen bright and attractive by painting cabinets and installing new curtains.
- Clean the ventilation hood over the kitchen range.
- Install new flooring if needed. Replace loose tiles.
- Remove appliances from counters to make kitchen look larger.
- Repair dripping faucets and unclog slow drains.
- Remove stains from sinks, bathtubs, showers and toilets.
- Repair cracked plaster in walls and ceilings.
- Keep fresh towels in bathrooms.
- Check ceilings for water spots. Fix any leaks, and repair the ceiling and paint.
- Avoid off beat wall colors. Stick to whites and pastels.
- Clean the fireplace.
- Wash windows, repair broken glass & locks and mend torn screens. All windows should open, close & lock easily.
- Replace burned out light bulbs. Use brighter bulbs.
- Clean and nail down any creaking board or stair treads.
- Clean closets and remove any excess items.
- Eliminate musty room odors.
- Lubricate sticky or squeaky doors. Rub sticky surfaces with paraffin or candle wax.
- Clean attic, basement and garage. Dispose of everything that won't be moved.
- Be sure halls and stairways are well lit. Paint dark ceilings and walls a lighter color.
- Repair cracks in the basement floor.
- For showings, keep room draperies and shades open to let light in and make the home appear larger.
- Turn on outdoor lighting when showing the home at night.
- Remove clutter to make rooms look larger.
- Leave furniture and rugs in home while showing it.
- Remove dirty dishes from sink and counters.
- Keep toys out of sight.
- Keep children and pets away from home while showing.