



# 10 Tips for Home Sellers

## From a Buyer's Real Estate Agent

As a buyer's agent I can tell you that the the smallest things can turn off a buyer. You can better your odds at selling your home fast, and for the most amount of \$\$\$ by making your home more attractive to a larger pool of buyers.

- Never turn down a showing. Normally the first couple of weeks are the busiest. A lot of times when a showing is declined, the buyer will move on to the next home.
- Smells are a huge turn off. Some of the most disturbing smells include: cigarette/cigar smoke, pet urine, strong food smells, wet musty smells, dirty laundry and strong scented candles or defusers. **No smell, is the best smell.**
- Open all window treatments and let in natural light. Turn on all lights, including lamps. Dark homes don't show well. Don't assume the buyer's agent will turn on lights or open blinds. Leave the home as you'd like it shown.
- Limit your liability by making sure there are no items on the floor that can be a tripping hazard. Repair any loose or uneven floors. Don't forget to pick up throw and bathroom rugs; these have caused many accidents. Lockup your weapons, prescription drugs, cash and jewelry.
- Remove any over-personalized items. Buyers will make judgements based on what they see around the home. Keep it neutral.
- Make yourself scarce and take your pets. There is nothing more uncomfortable than showing a home with the owner present. Pets, even if kenneled, can be a liability. Even the sweetest pet can turn on a stranger if they feel threatened. Have a plan for your pets. Many showings are declined because a pet is loose in the home and the seller can't get home in time.
- Clean, clean and clean. Touching a sticky light switch can overshadow an otherwise pleasant tour. Dusty baseboards and ceiling fans, scuffed walls, dirty dishes piled up in the sink, etc. do not provide a good impression. **The buyer ends up feeling like the home is not well maintained.**
- Don't neglect the curb appeal. I've had buyer refuse to enter the home because of poor curb appeal. First impressions!
- Don't neglect or hide needed repairs. Complete all repairs before you list your home. It will cost you much more after you are under contract.
- Make sure your agent will offer professional photographs. Nowadays buyers will shop online first. Your online presence is critical.



Schedule a **FREE** home seller's consultation today call or text **832.418.0670**



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