

Show Off Your Newly Listed Home

Enhancing how your home shows to potential buyers cannot only help to sell it more quickly but can often improve the selling price.

Shine from the street.

A well kept, neatly landscaped property can be very inviting to the potential buyer interested in viewing your home. Refuse containers should be out of view, and the lawn should be freshly trimmed. Fertilizing a few weeks prior to listing will help your lawn look lush and green. Woodwork should be free of chipped or cracking paint.

Polish your entry. The front door should be clean or freshly painted. Brass knobs should be polished. Consider placing a planter of fresh flowers on your front porch.

Minor repairs a major plus.

Repair all loose doorknobs and cupboard hinges, dripping faucets, stained sinks, loose or missing caulking, sticking doors and windows, and damaged or missing window screens.

Clutter is unattractive.

Tidiness makes a room look larger and helps the buyer visualize his/her decor in your

home. Workout rooms, sewing rooms, laundry rooms, and home offices should be as organized and clutter-free as the main living space in your home.

Lighting does wonders.

An open, airy feeling generates comfort and welcomes the potential buyer into your home. Drapes, curtains and mini blinds should be open to allow plenty of light in your home. Turn on all the lights when showing your home at night.

Closet space is a plus!

Neat, well-organized closets appear larger. Larger closets help sell homes.

Bathrooms that sparkle.

Remove stains from sinks, toilets and bathtubs, including hard water spots on shower enclosure doors. If drains run slowly, unclog them. Hang fresh towels on the towel rack.

The clean kitchen.

Make the most important room in the house appear larger by clearing clutter from the countertops. Avoid dirty dishes in the sink. All countertop appliances should be kept out of view. Replace or repair worn-out flooring. Clean the ventilating hood over your stove. A brighter kitchen is always more attractive.

More home showing tips...

- Avoid having too many people present. The potential buyer may feel uncomfortable or pressured and hurry through your home.
- Don't tag along or force conversation with the buyer. If they have any questions, they'll ask you.
- Turn down the stereo or television so the buyer and realtor can talk undisturbed.
- Keep pets out of the way, preferably, out of the house.
- Never apologize for the appearance of your home. Let your realtor handle any concerns the potential buyer may have.
- Let your realtor negotiate price and terms with the potential buyer. Realtors are trained negotiators who know what the buyer is looking for in a home.

We have offices throughout Southern California for all your title and escrow needs.

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