



Taking It With You Before you list your home for sale, take a careful look around. Are there some items you will want to take with you? There may be a dining room chandelier that has been in your family for three generations, a ceiling fan in the master bedroom, or the bookcases in the den that look built-in, but are not.

Normally all fixtures are conveyed to the new owners when a house is sold. This includes anything that is attached to walls or ceilings and all major appliances that are built-in. If you have fixtures that you don't want to convey, tell your agent what you want excluded from the agreement at the time you list your property for sale. If it is convenient, it is best to remove any light fixtures or ceiling fans you plan to take with you and replace them before the property is shown to prospective buyers. List all items that are not being sold with the house on your home feature sheet to ensure that they will not become an issue when a buyer makes an offer.

Before they even walk in the door those first impressions Good curb appeal is a major plus when we market a home. A little bit of work on the front of your home can pay big dividends.

When a potential buyer pulls up in front of your house, their first impression is absolutely crucial. Sometimes buyers won't even look at a home with droopy shutters, sagging gutters, peeling paint and a bumper crop of dandelions in the front yard. Or they might go in expecting to find a "fixer-upper" that could be purchased at a bargain price. If a house looks neat and cared for from the street, the initial good impression will carry over as the buyers step inside.

It is not necessary to hire a professional landscaper, but listen to your Realtor's suggestions when you list your home. In the summer keep your lawn mowed, and in the winter your snow cleared, and regardless of the season, take care of exterior maintenance. Strong curb appeal will help sell your home more quickly and for top dollar.

TIPS ON SHOWING YOUR HOME TO YOUR ADVANTAGE

1. **TWO'S A COUPLE & THREE'S A CROWD!** Don't have too many people present during a home inspection, since the potential buyers will feel like an intruder and want to hurry through your house.
2. **MUSIC SOOTHES THE SAVAGE BEAST!** But not the potential buyer. When showing your house, turn down that blaring radio or television. Let the agent and buyer talk freely and not be distracted.
3. **CURB YOUR DOG!** A dog is "man's best friend," but not when showing your home. Keep all pets out of the way and not underfoot.
4. **SILENCE IS GOLDEN!** Be courteous and friendly, but don't try to "force" conversation with a potential buyer. He's there to inspect your home.
5. **BE IT EVER SO HUMBLE!** There's no place like your home. Never apologize for the appearance of your home. If any objections or derogatory comments are offered, let the agent answer them - that is their job!
6. **TRY AND ACCOMMODATE!** Viewings where ever humanly possible as the prospective buyer may not have the time or the inclination to return to your area if he cannot view your home when viewing others in the vicinity.
7. **STAY IN THE BACKGROUND!** The agent knows the buyer's needs and desires and can better emphasize the virtues of your home when you are not "tagging along". If there are any questions, he will call you.