

## How to Ensure Your Home Makes a Good First Impression

You can maximize the opportunity to create a positive impression of your home in a number of ways:

- **Avoid any major redecorating** that's not absolutely necessary. The items you choose may not suit the buyer, who may be unwilling to pay extra for them.
- **Replace worn-out or broken accessories** – missing tiles in the bathroom, a broken railing, a leaking pipe. You'll need to replace carpeting that's worn and repaint rooms that have chipped or peeling paint. Use neutral shades and keep costs to the minimum.
- **Make your home inviting** by polishing brass fixtures, mowing the lawn, trimming the hedges, weeding the garden, raking the leaves, or shoveling the snow.
- **Remove the house of clutter** by cleaning out the garage and basement.
- **Organize closets and storage areas** so they look more spacious.
- **Replace washers** on dripping faucets and **remove stains** on sinks and tubs.
- **Repair** doors that stick, windows that won't go up and down, lights that won't turn on.
- Be sure your house is **spotlessly clean**. Polish windows, scrub floors, clean the kitchen and bathrooms, wash curtains, vacuum, and dust.
- **Confine all pets** – even if they're friendly! Some buyers are afraid of or allergic to animals.
- Try to **stay out of the way**. Send children out to play or keep them settled in one room. This isn't a social gathering, so maintain a low profile. If a buyer wants to exchange pleasantries or ask about neighbors, be friendly and have information handy. Be prepared to talk about bus routes, schools, garbage service, medical providers, and babysitters!
- **Be flexible** about when prospective buyers may come to your home. If a time is truly inconvenient, say so. It's best to show your home under ideal circumstances.

When you have an Offer to Purchase, have a real-estate attorney go over the terms with you. Then [contact Assurance Title Services, Inc.](#) to complete the closing process for you.