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## PREPARING A HOME FOR SALE

You can understand that showing a home to its best advantage makes the buyer want to purchase quickly and at a better price. Here are some tested tips to set the stage for a profitable and early sale.

Fix up inside. Badly faded walls or worn woodwork reduce appeal. Selective painting will help you add a fresh look. Clean windows and unmarred walls will create a bright, cheery appearance.

Make minor repairs. Dripping faucets call attention to faulty plumbing. You should make sure all plumbing is in good working order. If you can correct small items, a critical prospect can concentrate on major considerations. Loose door knobs and sticking drawers or doors can distract the buyer as well.

First impressions are important. You should keep the lawn trimmed and edged, cultivate flower beds, and remove all refuse or clutter from the yard, sidewalk, and porches.

You should pay special attention to the kitchen when preparing the home for sale. Shining ovens, ranges, and appliances will catch the buyer's eye and make a good impression. Keeping the counters and sink cleared and neat makes the kitchen look spacious. Colorful curtains in harmony with the counter tops and floors add appeal as well.

Bathrooms that sparkle can be a real plus. You should check and double-check them.

Bedrooms are important focal points. You will find it worth the effort to keep them neatly arranged.

Closets look larger when clothes are properly hung and shoes, hats, and other articles are all in place.

Stairways cleared of objects and obstacles make it easier for prospects to tour the home.

Attics, basements, and garages are important features. By removing unnecessary clutter which may have accumulated, you will display the full value of storage and utility space.

Schedule showings that are convenient so that the home will be presented at its best. Personal and family privacy should be respected.

You should discuss the wisdom of any major project with the real estate agent before proceeding. Many large expenditures, though needed, may not be economically sound while trying to sell a home.