

## 1. First impressions are important

Remember, when a prospect comes to look at your house, the first thing he will see is your home's front door! Be sure that it is fresh, and clean. Be sure your lawn and landscaping is well manicured and trim looking. Be sure your yard is free of refuse and leaves. If it snowed, be certain that you've removed the ice and the snow from walk and steps.

## 2. What you show is what you get

Faded walls and worn woodwork will reduce the appeal of your home. Why try to tell a prospect how your home could look... when you can show him by a reasonable amount of redecoration? A quicker sale at a higher price will result. Invest in wallpaper in the kitchen or bathroom. It will pay dividends for you.

## 3. Let the sun shine in

Open those drapes and curtains all the way, so the prospect can see bright and cheerful your home is.

## 4. Fix that leaky faucet

Since dripping water discolors sinks and suggests faulty or worn-out plumbing.

## 5. Little things mean a lot

Take a few minutes to check to be sure that your doors don't stick or have loose knobs on them. Don't forget your windows and cabinet drawers. Get all those minor flaws fixed since they detract from your home's value.

## 6. Safety first and always

Keep stairways clear and clean since this will avoid injuries around your home, as well as avoid detracting by distraction.

## 7. From top to bottom

Display your attic, basement, and other utility space (including crawl spaces) by removing all unnecessary articles. A coat of paint can do wonders if your basement is dark and dreary

## 8. Big closets

Make them look bigger by having those neat and well organized to show that your home has ample closet space.

## 9. Bathrooms sell homes

Make these rooms sparkle! Check and repair any damaged or discolored

## 10. Bedrooms shouldn't sleep

Keep these rooms bright and cheerful. Remove any excess furniture and be sure and use attractive and colorful bedspreads, and fresh curtains.

## 11. Shine on

Your home's illumination can be a "welcome" sign to that prospective buyer! Turn on all your outside and inside light when showing your home at night and he'll feel a glowing warmth as a result of your lighting

## 12. 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

### 13. Music soothes the savage beast

But not the potential buyer. When showing your house, turn off that blaring radio or television. Let your RE/MAX broker and buyer talk freely and not be distracted.

### 14. 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.

### 15. 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.

### 16. 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 experienced RE/MAX broker answer them – that is his job.

### 17. Stay in the background

Your RE/MAX knows the buyer’s needs and desires and can better emphasize the virtues of your home when you’re not “tagging along”. If there are any questions, he will call you.

### 18. Don’t put the cart before the horse

Trying to sell the prospective purchasers any of the furniture or furnishings which you’re not taking with you, before they’ve purchased your home, can often lose the sale...so “cool-it”.

### 19. A word-to-the wise

Let your RE/MAX broker discuss the selling price, terms, possession and other factors with the customer. He’s been trained and has experience, so let him bring your negotiations to a satisfactory conclusion.

### 20. Go ahead and use our Salesman

We recommend that we show your home to prospective customers only by appointment through our office. This will be sincerely appreciated and will help us make the sale more quickly.

This report is a courtesy of team Bardagi

For more information do not hesitate to communicate with us.



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514 271-9895 | Bardagi.com



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