

# How to Sell Your Home for Top Dollar

Jessica Pflueger

[impflueger@gmail.com](mailto:impflueger@gmail.com)

303-667-2424

John Corliss

[jcorliss@metrolinkrealty.com](mailto:jcorliss@metrolinkrealty.com)

303-956-4879



**Enhance your Curb Appeal.** The buyer's first impression is everything. Work on the landscaping with new flowers and manicured lawn and shrubs. Paint the front door and replace broken or worn out mailboxes. Keep the lawn and all bushes trimmed and clear of debris. This includes bikes and toys. Place a nice flower pot on the front step or a pumpkin in the fall or a holiday wreath during the holidays.

**Paint or wash** the exterior of house including doors and shutters. Clean the windows inside and out.

**Price it Right from the Start.** The first 30 days on the market is always the best activity you will see. Homes typically stay on the market longer if they are initially priced too high. We will create a personalized Comparative Market Analysis for your home to determine your best possible asking price.

**Stage your Home.** Clean, depersonalize and de-clutter. Remove personal items (family photos, political posters, etc.) to allow buyers to envision their family in the home, not yours. De-clutter your home by removing all unnecessary items including closets and cupboards. The fewer items in the home, the larger it will appeal. And finally, clean, clean, clean!

**Paint the Walls.** Painting is a fairly easy and affordable update that makes a huge difference. Especially in the rooms that had paint colors specific to a theme or person. Neutral colors (beige, grey, etc.) are ideal as it appeals to the vast majority of buyers.

**Replace or Clean the Carpet.** If your carpet is worn and stained, replace it. If it just needs a little touch up, hire a professional to come in and clean your carpet.

**Imagine that you are the Buyer.** Walk up to your house, through the front door and give yourself a tour. Whatever would bother you as a buyer in your next home, will most likely bother the next potential buyer.

**Make the House Easy to Show.** Try to be as flexible as possible with your showings. Allow morning, evening and weekend showings. These tend to be the most popular times, as buyers are typically not working during those hours. Leave the home during showings to allow the buyers to feel comfortable while viewing your property.

**Remove Pets from the Home.** When possible, remove all pets and pet paraphernalia from the home. If this is not an option, make sure they are put away in a safe area. Pay attention to cigarette and pet odors. Place scented potpourri around the house.

**Replace** furnace filters to keep the dust down. Leaking or worn out faucets and door knobs should be replaced.

**These are just a few ideas that can help quickly sell your home for top dollar! If you have any questions or need help, please feel free to contact us at any time.**