



Quote of the Month:

“If it’s to be...It’s up to me!”

**Six Ways On How To Make The Most Money When
Selling Your House!**

1. KITCHEN:

We all know the kitchen is the most important room in the house to attract a buyer. It must be a functional and practical use of space. Quality cabinets, top brand appliances, preferably stainless steel, plenty of counter space and ideally, room for an island. You may not have all these preferences, but you can update faucets, fix leaking pipes, buff or shine the counters and repaint cabinets if old looking. Also, replace knobs with modern handles to make it look more expensive. Wash your windows and have as much light in the kitchen as possible.



2. BATHROOMS:

These rooms must be clean and smell good. Replace old light fixtures with modern ones. Buff up the tiles and counters, replace old faucets, shower heads and replace the toilet seats. Replace any chipped, cracked or broken tiles. A new cabinet and sink sometimes will make an old bath look brand new. Updated bathrooms goes along way towards buyers decisions to buy a house near list price.

3.CLEANLINESS:

A clean house that smells great and is clutter free, is the best and cheapest thing you can do to get a good return on your home investment. When buyers first walk into your house, they can sense if this is a clean house or not. To enhance their feelings, wash your windows, remove scuff marks from your doors and walls, clean around your light switches, make your mirrors shine and your floors should be recently cleaned. Clean your light fixtures, make sure all bulbs are working and remove any cob webs in the house. If affordable, update your flooring, replace old carpeting and especially the foyer and kitchen floors should be update. We hear so many sellers say, the buyers are going to put their own carpeting in anyway, or we will give them a carpet allowance, when in fact, most buyers want the house to be in move in condition. They don't have time & sometimes, extra money to be selecting & installing flooring.



4. PAINTING:

Painting your walls and moldings is one of the least expensive but most beneficial things you can do to improve your house but, make sure you choose modern paint palettes. Also, make sure your doors are updated and painted to match surrounding walls and outside materials. A house that is advertised as freshly painted is a real plus to get a buyer to look at your house and a great tool to help them to make a decision to buy your house.

5. LIGHTING:

If your house still has the original light fixtures from 15-20 years or even 30 years ago, they probably need to be updated. Good lighting in a house is a must to help sell a house. Very rarely do dark homes sell for a price near their asking price. Make sure all bulbs are working and old florescent lighting should be updated. Remove all cobwebs on any light fixtures. If a room has no light fixtures, add a floor or table lamp, especially in bedrooms. Closet lighting is a real plus and make sure all rooms in the basement have lights. To really add to your lighting package, replace regular light switches with dimming switches. Great lighting and modern controls helps a house sell for more money.

6. BONUS ROOM:

Some homes have extra space or rooms that are not being used. These spaces need to be turned into a room that looks like they are functional and part of the house. Fix it up, put some pictures on the walls, place a rug in there with some tables and lamps and make a selling tool for the house. This is very valuable space for some buyers.



Curb Appeal: How Critical?

Curb Appeal is so important to attract buyers to your house. The following ideas will go a long way to help sell your house for more money.

1. **SEASONAL DECORATIONS**: Fall decorations as simple as a beautiful wreath on your front door enhances your curb appeal. In the winter you have Thanksgiving and Christmas decorations that all help your house be more appealing to buyers. Take advantage of the different seasons.

2. **AMERICAN FLAG**: A flag is always a plus to make a house stand out as special. Just make sure it is in good condition and the red, white and blue colors really pop out and even sparkle. You can even add a light to shine on the flag at night.



3. **PAIN**: The outside of your house should be painted including all wood surfaces and trim, and other sheds. If you have any rotted wood, especially under windows, these areas can be easily repaired with new boards and painted. This includes the man doors and the overhead doors to the garage. Don't forget your address numbers. Replace with shiny brass or paint so they stand out. A freshly painted house does a lot to enhance curb appeal.

4. **LANDSCAPING**: Especially weeding, nothing detracts from the curb appeal more than having weeds in your flower and garden beds. Make sure your grass is cut, and watered to be green and not brown. Your shrubs should be all trimmed and any low hanging tree branches should be removed. This is the first thing a buyer sees and has been proven to be one of the best returns on investment to selling a home.

5. **MAILBOX**: It is very easy to forget about the mailbox but it is one of the first things a buyer sees and is usually very inexpensive to replace. If your mailbox is on a post out by the street, make sure the post is sturdy and straight. A leaning mailbox post really detracts from a homes curb appeal. Make sure it is painted to match the house.



6. OVERHEAD GARAGE DOOR: If your door is old and unsightly, at least paint it and if dented or not operating smoothly, it should be replaced. A bad overhead door has been proven to lower the value of a house by 2-3 times the replacement value of the door



7. STAINED AND SEVERELY CRACKED CEMENT DRIVEWAYS: You can easily remove oil stains from your driveway with a power washer and stain removers sold in most home centers or hardware stores. If your cement is heaving and severely cracked, more than 1/4” up or down, it may not even pass FHA Financing. You can use concrete leveling companies to take care of this or pour new cement. This will definitely help your curb appeal.

8. NEW FRONT DOOR: Replace the front door if old and does not enhance the looks of your house. At least, paint the door to match the house. The front of the house is the most important part and the attractiveness of the door is very important to your curb appeal.



*~ We hope these curb appeal tips helps you sell your home for more money ~
Remember “The Williams Team” is here to answer any and all of your questions.*



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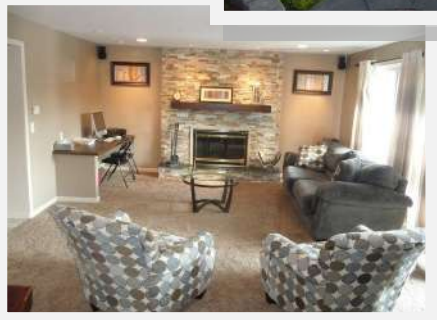
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