

# *97 Easy Ways to Make Your Property Sell Faster*

*Suggestions and ideas to improve your  
Property's  
appearance and help you  
prepare to sell it faster!*

[www.ConnieErickson.com](http://www.ConnieErickson.com)  
Phone:(920)868-2075

---

**DOOR  
COUNTY  
REALTY INC**  
Toll Free 1-888-678-3949

[Connie@ConnieErickson.com](mailto:Connie@ConnieErickson.com)  
Fax: (920)868-2425

*If you are thinking of selling your property there are a number of things you can do to improve the overall impression made by your property.*

*But first, you must learn to look at your property through the eyes of the buyer.*

This booklet contains tips on things you should be looking for when evaluating your property through the eyes of the buyer. Most of the suggestions are no-cost or low-cost improvements and this early investment in your property's appearance really pays off when selling the property.

*If you are selling land, this information will not pertain to you!*

1. Open the draperies, pull up the shades and let in the sunlight.
2. Create a positive mood. Turn on all lights, day or night. Open the curtains during the day.
3. Install higher wattage light bulbs to show your property brightly—in its best light. Turn on all lights.
4. Remove all clutter from each room to visually enlarge them.
5. Create the impact of spaciousness.
6. If you have a fireplace, highlight it in your decorating.
7. Keep your property dusted and vacuumed at all times.
8. Have a family emergency “game plan” to get the property in order quickly if necessary.
9. Air out your property one half hour before the showing if possible.
10. Lightly spray the room with air freshener so that it has a chance to diffuse and air before the buyer arrives.
11. Microwave a small dish of vanilla twenty minutes before the showing and place it in an out of the way place in the kitchen.
12. Create a master “suite” effect in your decorating.
13. Make sure that beds are made and the linens and curtains are fresh and clean.
14. Organize your closets, remove unnecessary items and put them in storage.
15. Bathrooms should always be kept spotlessly clean.
16. Do not leave towels around and wipe down the shower areas after each use.
17. Recaulk if the caulking is not sparkling white!
18. Put out fresh towels and decorative soap for showings.
19. Set the scene by setting the table! Highlight the potential of your dining room by setting a grand dining table!
20. The kitchen should always be kept spotlessly clean.
21. Expand your counter space by removing small appliances.
22. Highlight an eat-in area in your kitchen with a table set for dinner.
23. Shampoo all carpets and vacuum them daily.

**DOOR  
COUNTY  
REALTY INC.**

www.ConnieErickson.com  
Phone:(920)868-2075

Toll Free 1-888-678-3949

Connie@ConnieErickson.com  
Fax: (920)868-2425

24. If the carpet does not clean up well you should *Replace It!*
25. Improve traffic flow through every room and create a feeling of spaciousness in every room by removing unnecessary furniture, knick knacks, hobby items, children's items, etc.
26. However, try to avoid creating a "sterile" looking environment.
27. Remove all grease from range hoods, ovens, stove tops, walls, etc.
28. Clean rubbish out of the fireplace and keep it clean in the winter.
29. If you have numerous family photos put them away until your property is under contract. Prospective buyers will feel more like it can be their property if they aren't aware of your family photo memories.
30. Remove all unnecessary items from the attic, basement, garage, tool shed, and especially from the storage area if you have one.
31. Rent a storage area for these items or have a yard sale.
32. Straighten, tidy, and remove unnecessary items from all closets. Put unnecessary items in storage.
33. Fix the Front Door Bell!
34. Invest in a new door mat.
35. Make sure the front door, storm door, screen door, etc. work wonderfully!
36. Create the feeling of a spacious entry area by using decorating accents, mirrors, rugs, etc. and by removing all unnecessary clutter.
37. Regardless of the season, tackle spring cleaning. Clean everything from top to bottom, from the attic to the basement!
38. Wash all windows, inside and out.
39. Curtains should be fresh, clean and attractive.
40. Clean all light bulbs, light fixtures and chandeliers to brighten the property.
41. Remove all smoke odors, pet odors, and odors resulting from hobbies.
42. Straighten, tidy and remove unnecessary items from all closets. Create the feeling of spacious closets. Put all unnecessary items in storage or invest in under-the-bed storage boxes.
43. Remove posters and adhesive from walls and doors and putty any holes resulting from nails or other mishaps.
44. Depersonalize teenagers rooms and decorate in a neutral temperament.
45. Clean or paint the basement walls and floor.
46. Paint all inside walls with off-white paint. Use two or more coats to cover bold, bright or dark walls.
47. All walls should be painted, not just washed. This will brighten the property and make it look bigger.
48. Repair or replace all doors, closet doors, and/or windows and screens so that they open with ease.
49. Repair or replace banisters and handrails.
50. Repair or replace broken tiles on walls, floors or in showers/tubs.
51. Repair or replace loose or dangling wall paper.
52. If the basement shows any signs of water or structural damage it may be necessary to obtain a structural engineer's report.
53. Replace all toilet bowls if you cannot get them spotlessly clean.
54. Replace shower curtains and keep them clean.
55. Replace the washers in faucets and remove rust stains from basins.
56. Water and prune all plants.
57. Use plants in transitional areas of your property between inside and out.
58. Either get rid of dying plants or keep them out of sight.
59. Remove any excess extension cords and exposed wires.
60. Open doors to areas you want the potential buyer to see such as walk-in closets, pantries, attic, basement, etc.



[www.ConnieErickson.com](http://www.ConnieErickson.com)  
Phone: (920)868-2075

Toll Free 1-888-678-3949

[Connie@ConnieErickson.com](mailto:Connie@ConnieErickson.com)  
Fax: (920)868-2425

61. Close all other closet doors and cabinets.
62. Make the most of your attic's potential, if applicable.
63. Make the attic as pleasant as possible by airing it out, and decorating if possible.
64. Add visual appeal to stairways, especially in unfinished stairways to the basement.
65. Keep the yard mowed, raked, fertilized and watered at all times!
66. Remove all toys, bicycles, tools, unsightly patio furniture, trash, etc. from the yard.
67. Trees and shrubs should be pruned and trimmed.
68. Lawns and gardens should be weeded at all times.
69. Use flowering plants to dress up the yard, walkways, and patio.
70. All hoses and garden equipment should be neatly out of sight.
71. Outdoor furniture should be kept clean and/or repainted if necessary.
72. Firewood should be neatly stacked or out of sight.
73. Mail boxes should be evaluated with a critical eye.
74. Paint and repair the mail box or replace it if necessary.
75. Make all those minor repairs to the exterior.
76. Porches, steps, verandas, balconies, patios and other extensions of the house should be kept uncluttered, swept and in good condition.
77. Paint all entrance doors.
78. Shades and awnings should be in good condition. Replace if the color has faded. Remove windsocks.
79. Create an outside living/dining area with furniture and plants.
80. Highlight your pool area, water garden, etc. with lighting, benches, planters, flowering plants, etc.
81. Take nighttime photos of decorative yard lighting systems.
82. Take pictures of your flowering mature landscaping now if you are planning to sell your property later in the season.
83. Display these photos in your property in the winter time.
84. Clean and shine all accessories (door knobs, knockers, lamps, mail boxes, address numbers, etc.).
85. Clean, repair and paint all gutters and downspouts.
86. All roof shingles, tiles, etc. should be secured or replace. If the roof leaks — Fix It!
87. Make sure the garage door opens easily. Fix and paint the garage door if necessary.
88. Paint chimney and replace broken bricks or stones.
89. An investment in painting your property can really make the difference between "turning on" the buyer and sending up a red flag about the condition of the property.

*Some final things you can do to help your property sell quickly!*

90. Arrive at an equitable asking price using an appraisal.
91. Don't be afraid to accept the first offer.
92. Obtain a floor plan if possible.
93. Assemble house records for buyer perusal.
94. Provide a map of the area and highlight special interest items.
95. Only consider written offers by lender-qualified buyers.
96. Enlist the services of a professional marketing agent such as Erickson Team to market your property.

*77. Call Connie Erickson*



www.ConnieErickson.com  
Phone:(920)868-2075

Toll Free 1-888-678-3949

Connie@ConnieErickson.com  
Fax: (920)868-2425