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14 Suggestions to an Owner (or how to really help us sell your property)

1. Tidy up the grounds – porches – garage. Keep lawn trimmed and edged. Make sure that your yard is clean of refuse.
2. Your front door gives a vital first impression when a REALTOR® and prospect enter your home. Be sure it is scrubbed clean and freshly painted.
3. Make sure windows are clean and in good repair.
4. If any decoration is needed (especially kitchen) do it now! \$20.00 worth of paint may balance \$1000 in a price cut. Bathrooms help sell homes. Make this room sparkle!
5. Keep all steps clear of hazards.
6. Don't forget to have all light sockets filled with bulbs. Illumination is alike a welcome sign. The potential buyers will feel a glowing warmth when you turn on all your lights and open shades or drapes.
7. Wash dishes, put away clothes, straighten up newspapers, etc.
8. Make up bed with attractive spreads.
9. Keep pets out of the way when showing. (One type of prospect is annoyed – the other gets attention diverted.)
10. Avoid having anyone present during inspections. The potential buyer will feel like an intruder and will hurry through the house. Do not allow children to tag along on the visitor's tour.
11. Leave showing up to the salesperson. It is their business to sell; they can read basic reactions alone better. The salesperson knows the buyer's requirements and can best emphasize the features of your home. You will be called if needed.
12. Don't discuss anything concerning the sale with the customer. Let the Realtor® discuss price, terms, possession, and other factors with the

customer. They are qualified to bring negotiations to a favorable conclusion.

13. Never apologize for appearance. It only accents or distracts.
14. Never try to sell furniture or "things" to a customer before the deal is completed.