



Wright & Kelley

Tips on Making Your Home A “Hot Listing”

1. Ask us for suggestions on presentation, repairs and updates.
2. Together, we will evaluate the cost effectiveness of various improvements, such as painting and decorating changes, removal of old wallpaper or carpeting, floor refinishing, or adding extra lighting.
3. If you need exterior paint, roof work or gutter repair, line up the professionals now. It is important that the house appears well maintained. Be sure that your plumbing, electrical and heating systems are in good working order. You may also want to paint the basement, porch and garage. Scrub down the oil burner and paint any rusty areas with rustoleum.
4. Get busy! Weed out – Discard – Donate! Clean up and clear away clutter from your main living areas, attic, basement and closets. When selling a house, “less” is “more” and clutter is distracting to your prospective buyers. Clean lines and clear spaces make rooms look larger and more appealing.
5. Check your yard. Clear away debris, trim the shrubs, and be sure the walkway is in good shape. If the swing set is rusted or falling down – remove it. Then decide if a little landscaping would help dress up the scene. Planting should not be too overgrown – or too sparse. Flowering plants for color in the right scene are an obvious plus.
6. Organize your garage and any outbuildings. They look bigger and more appealing “empty” and buyers will be able to visualize their own things in them. Now is the time to organize your tag sale.
7. Remember that there is a “look” that sells. In this market, light and bright rooms with soft colors sell best. Newer condition also commands a premium. So do what you can to create a “like-new” impression. The buyer’s first impression is critical – and lasting. We will help you be creative in the preparation or “staging” of your home. New window treatments, bed spreads and pillows are relatively inexpensive and amazingly effective.
8. Remember the final touches like flowers and plants, new guest towels and maximum wattage in your light fixtures. We will be ready with your home’s marketing debut and a quick sale awaits you!

Joan Wright & Jeri Kelley

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REALTOR®

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