

# THE INFORMED Home Buyer/Seller™

## Helpful Advice for Making the Right Move

Issue 9

## 5 things Buyers Hate to See

When you show your home to prospective buyers, there is probably a long list of things you're hoping they'll notice. For example, the beautiful chandelier in the foyer, or the spacious backyard and large deck, or the kitchen with the island big enough for a family to sit down for breakfast.

But what about those things you're hoping buyers will not zero in on?

Every home has some features that are less than enticing to the typical buyer. You may not be able to do much about an unfinished basement or a home backing onto a noisy main street.

However, there are several things buyers don't want to see that you can change. Here are five of the most common:

- **Clutter.** Back rooms in basements filled with boxes and other items. Closets stuffed full of clothes. Rooms crammed with too much furniture. Clutter of any kind makes buyers feel uneasy – and gets in the way of showcasing the wonderful features of your home.
- **Maintenance issues.** Buyers definitely don't want to see a lot of things needing repairs or replacement, such as dripping faucets, faded or chipped walls, or overgrown lawns and shrubbery.
- **Smells.** You can't see smells, of course. But buyers will notice the lingering aroma of exotic cooking, cigarette smoke, and pets.
- **Personal items.** Buyers will, of course, understand that a family is living in the home they're viewing. However, constant reminders – in the form of vacation pictures, bowling trophies, or scattered children's toys – can make a buyer feel like an intruder.
- **You.** It's nothing personal, but buyers prefer to view your home without you in it.

The good news is, all these things can easily be dealt with before you show your home.

Looking for more ideas on selling your home quickly and for the best price? Call today.

## The Advantages of Getting Pre-approved

When you're shopping for a home, getting "pre-approved" by your bank or other mortgage lenders provides you with two big advantages.

First, you know in advance how much home you can financially manage. You won't waste time looking at properties you can't afford, and you'll be able to consider homes that you may have originally thought were out of your reach.

Second, when you make an offer on a home, sellers tend to take those with a pre-approved mortgage more seriously. That's because they know there is less likelihood that financing issues will spoil the deal.

Your REALTOR® can help you learn more about getting a pre-approved mortgage.

### Think, Act... Live!

*"Many a false step was made by standing still."*  
Chinese Proverb

*"I not only use all the brains that I have,  
but all that I can borrow."*

Woodrow Wilson

*"I can't give you a surefire formula for success,  
but I can give you a formula for failure: try to  
please everybody all the time."*

Herbert Bayard Swope, first Pulitzer Prize winner