



BAGLIONI & ASSOCIATES REALTY



The following is a “must do” list of things that will yield a buyer more readily to pay full price.

During Showings

- Do not be present. Take the kids and the pets for a walk.
- Do not have the TV On
- If you are asked about price, closing date, closing costs or the like, simply answer “you have to talk to Alex” or “My_____ is really in charge... sorry”
- Play a music classical or smooth jazz C/D when you are not home or at least during showings.

Optional.

- Buy some mints or chocolate cookies and water and leave them on a plate with a note in the kitchen: “Please take one” or “Please enjoy some fresh water”

Before Showings:

Stage the home; especially if it’s empty. Let me know if you need a professional stager. Have the a/c set at 73 degrees or lower.

Smell:

Smell is one the biggest turn offs for buyers; more so than a mess. A house with an odor will yield no offers or low priced ones.

- Install plug-in air fresheners in foyer, kitchen, master, & living room.

Sight:

- Re-decorate, de-clutter and re-arrange; make it look bigger!
- Remove the entire gutter and most picture frames! Rent some storage place and start packing; you are moving! Remove the exposed boxes ASAP!
- Tidy and clean up!
- Make it look ‘light and bright’. Change the light bulbs for the highest bolts and leave some on during the day. Leave all blinds open.
- If you believe you have “cool-features” that could ad perceived value to your home, write it/them in the computer and post it/them next to the feature. Example: ‘Newer A/C’ posted by the door of the A/C unit

Touch:

- I know you want to save energy, but the a/c set at 73 *before* a showing is a must!