

CENTURY 21
*Is the #1 recognized name
brand in Real Estate*



ADVANCE REALTY
284 SALEM ST
MEDFORD, MA 02155
(781) 395-2121



President's Award

2004

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**21 TIPS FOR SELLING
YOUR HOME
QUICKLY!!**



*Proven suggestions to
help you get the best
price for your home!*



1. FIRST IMPRESSIONS ARE IMPORTANT!

Remember when a prospect comes to look at your house, the first thing he or she will see is your home's front door! Be sure that it is fresh and clean. Be sure your lawn and landscaping is well manicured and trim looking.

2. WHAT YOU SHOW IS WHAT YOU GET!

Faded walls and worn woodwork will reduce the appeal of your home. Why try to tell a prospect how your home could look...when you can show them a reasonable amount of redecoration. A quicker sale at a higher price will result. Invest in fresh paint or wallpaper in the kitchen and bathroom. It will pay dividends for you.

3. LET THE SUN SHINE IN...

Open those drapes and curtains all the way, so the prospect can see how bright and cheerful your home is.

4. FIX THAT LEAKY FAUCET.

Dripping water discolors sinks and suggest faulty or worn-out plumbing.

5. LITTLE THINGS MEAN A LOT!

Take a few minutes to make sure that your doors don't stick or have loose knobs on them. Don't forget your windows and cabinet drawers. Get all those minor flaws since they distract from your home's value.

6. SAFETY FIRST AND ALWAYS!

Keep stairways clear and clean since this will avoid injuries around your home.

7. FROM TOP TO BOTTOM...

Display your attic and other utility spaces (including crawl spaces) by removing all unnecessary articles.

8. BIG CLOSETS!

Make them look bigger by having them neat and well organized to show that your home has ample closet space.

9. BATHROOMS SELL HOMES.

Make these rooms sparkle! Check and repair any damaged or discolored caulking in the bathtubs and showers and be sure that the towels and area rugs are bright.

10. BEDROOMS SHOULDN'T SLEEP!

Keep these rooms bright and cheerful. Remove any excess furniture and be sure and use attractive and colorful bedspreads and fresh curtains.

11. SHINE ON...

Your home's illumination can be a "Welcome" sign to that prospective buyer! Turn all your outdoor and indoor lights when showing your home at night and the prospective buyer will feel glowing warmth as a result of your lighting.

12. MOLD IS AN ISSUE!

Make sure your home is as moisture-free as possible. Mold is a distinct issue in today's market.

13. TWO'S A COUPLE... THREE'S A CROWD!

Don't have too many people present during a home inspection since the potential buyers will feel like intruders and will want to hurry through the house.

14. MUSIC SOOTHES THE SAVAGE BEAST!

But not the potential buyer! When showing your house, turn off that blaring radio or T.V. Let your CENTURY 21 agent and buyer talk freely and not be distracted.

15. CURB YOUR DOG!

A dog is a man's best friend...but not when showing your home. Keep all pets out of the way and not underfoot.

16. SILENCE IS GOLDEN!

Try to be out during showings; but if not, be courteous and friendly, but do not try to make conversation with a potential buyer. They are there to inspect your home.

17. BE IT EVER SO HUMBLE!

There's no place like home. Never apologize for the appearance of your home. If any objections or derogatory comments are

offered, let the experienced CENTURY 21 agents answer them. That is their job!

18. STAY IN THE BACKGROUND!

Your CENTURY 21 agent knows the buyer's needs and desires and can better emphasize the virtues of your home when you're not tagging along. If there are any questions, he or she will call you.

19. DON'T PUT THE CART BEFORE THE HORSE!

Trying to sell the prospective purchasers any of the furniture or furnishings which you're not taking with you before they have purchased your home can often lose the sale so "cool it".

20. A WORD TO THE WISE...

Let your CENTURY 21 agent discuss the selling price, terms, possession and other factors with the customer. He or she has been trained and has experience, so let the agent bring your negotiations to a satisfactory conclusion.

21. GO AHEAD AND USE YOUR SALESPERSON!

We require that showings of your home to prospective customers only be set by appointment through our office. This is for your safety and protection. Do not let strangers into your home without an agent.



Advance Realty

284 Salem Street

Medford, Massachusetts 02155

Our Mission is

"To give our clients a pleasant real estate experience. A satisfied Client is a client for life!"