

**90⁺
Ways
to Help Sell
Your Home Fast . . .
And for more MONEY!**

Brought to you by:

***Ron P. Hidalgo, REALTOR/Broker* Since 1984**

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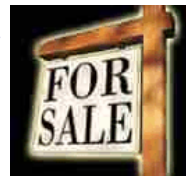
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Ron works hard to obtain your business and works tirelessly retaining your confidence! Ron truly believes that, "Professional and Quality Service is not Expensive, It's Priceless, and his Clients deserve nothing less!"



You and your real estate investment will be in good hands with Ron's "Marketing & Selling techniques!"

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Some Thoughts on Condition

Of all the things homeowners control when selling their home, the condition of the property is one of the most important!

A crucial part of marketing any product is the presentation of the product. Corporations and retail businesses understand this concept and pay millions of dollars each year to advertising and marketing consultants to get the best advice possible.

The same is true for real property. In order to compete effectively with other sellers, home owners must present their homes to the marketplace in an attractive, desirable condition. When you bought your home, you probably comparison shopped. Well! Buyers today are still doing that today. According to the National Association of Realtors®, the average purchaser looks at 10 to 20 properties prior to purchasing a home. Regardless of how many properties are on the market, available buyers will always seek the best priced property that is in the best condition.

Think Like a Buyer!

You are not just selling a house. You are selling shelter, lifestyle, and dreams. People always want the best for themselves, and your home should represent the buyer's answer to this goal. Put yourself in the buyer's shoes! Remember, they arrive at your door wanting to find the right home. Don't make them search somewhere else for it! If you have done your homework, every room in your home will create a desire for the buyer to stay.

Start Making a List!

Walk outside and take a look at the property through the critical eyes of a buyer and a Buyers Agent/Broker. Is there anything that needs repairing, looks worn, or is outdated? Start writing these items down on your list. Walk through the interior and do the same thing. Ask for the assistance of everyone in you family and mostly, your best friend. Your "Best Friend will be 'Brutally Honest' and after all a shorter sales time will benefit everybody in the family.

Do Everything Before Putting Your Home on the Market!

Complete all your repairs, improvements, and enhancements prior to your first showing. Remember, your best showings come early in the listing period . . . Be Ready!



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Beginning thoughts; You want your house to be the best looking model on the block, to accomplish this, you should take a look around at the competition. To accomplish this, take a hard and in-depth look at your house as objectively as possible. Would you choose your house over the competition? Are there other homes in better condition, with better amenities and features, does the home have a better street curb appeal, etc. If your home is not in the **TOP 3 or 5** in your community, then you have to get to work. However, you do not have to go overboard, with major renovations . . . sometimes a fresh coat of paint and a room of new carpet will make your home more attractive to buyers. However, you must be brutally honest with yourself, why, because "Buyers and their Agents" will be! Bathrooms and kitchens are the most analyzed and criticized rooms in the home. However, it could be the living room or bedrooms that turn off the prospective buyer not over looking the garage and/or back yard.

The following list of 90+ ways will help guide you in looking at your home objectively and preparing your home to be at its best....

How to Sell Your Home Faster and for

More Money!

The following pages will help guide you step by step through the process of preparing your home for sale to achieve the highest possible sale price in the least amount of time. Our concentration will be in six areas: (1) Repairing, (2) Cleaning, (3) Neutralizing, (4) Space management, (5) Atmosphere, and (6) Staging.

Repairs

1. The rule of thumb is, if something needs repair, fix it! There are probably many things in your home that you have simply become used to over time . . . Things that you have been promising yourself that you will attend to. WELL, now is the time. The buyer will mentally add up the cost of repairing all those minor flaws and end up with an amount that is generally much higher than what it would cost you to do the repairs.

You might be saying to yourself, "these repairs aren't any big deal." But the buyer is thinking, "IF, if the owners didn't care for these little items, then what about the roof and the air compressor & Heat exchanger?"

***Needed small repairs and perceived owner neglect will either lower the purchase price or lengthen the time required to sell.

2. Check all walls for peeling paint and loose wallpaper.

3. Large repairs: In today's climate of open disclosure and vigilant professional home inspections, the rule is "Treat a buyer as you would yourself!" Repair any problems with major systems or offer an allowance for the buyer to make repairs after closing. Always disclose anything that you know effects the health and safety of the inhabitants. Having been a consumer yourself, you know that buyers will more readily make a purchase decision with someone whom they can trust.

Note: Alabama is a Caveat Emptor State, meaning, "Buyer Beware!" It's up to the Buyer to locate and find negatives and/or problems with a parcel before purchasing. This is why Buyers Agent will strongly recommend to the client to obtain a professional inspection before and negotiate the found problems before closing the escrow sale. This causes more wasted time and additional cost to the buyer so they will most likely negotiate a lower sales price. Question: Is it worth the hassle and time for extra negotiating or is it worth the money and efforts correcting repairs and known problems before entering into a sales agreement?

4. Every area of the home must sparkle and shine! Each hour spent will be well worth it. Would you rather buy a clean car, or dirty automobile? Would you hurry to buy a pair of shoes with mud on them?

5. Clean all windows, inside and out. This helps make the house sparkle.

6. Clean all wall-to-wall carpeting and area rugs. Clean and polish linoleum, tile and wooded floors.



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7. Clean and polish all woodwork if necessary. Pay particular attention to the kitchen and bath cabinets.

8. Clean and polish all light fixtures.

Neutralizing

9. Be cautious about selecting colors when painting or replacing carpeting. Your objective here is to make your home appeal to the largest possible buying segment. Ask yourself "How many of the available buyers would be able to move into your home with their furniture and not have to replace the carpeting? Position your home on the market to be as livable to as many people as possible. ***Suggestion: Visit "Builder New Open Homes" and pay close attention to the color decoration!

10. Forget your personal taste . . . the "Market" is always demand driven! The average buyer will have a hard time looking beyond blue carpeting and bold wallpaper. Consider replacing unusual or bold colors with neutral "earth" tones. Two coats of off white or bone white paint may be the best investment you ever made.

Space Management (This involves creating the illusion of more space.)

11. Arrange furniture to give the rooms as spacious a feeling as possible. Consider removing furniture from rooms that are crowded. If necessary, store large items.

12. Pack up collectibles . . . both to protect them, and to give the room a more spacious feel. Leave just enough accessories to give the home a personal touch. Dispose of unneeded items.

13. Remove all clutter and make it a habit to pick up clothing, shoes, and personal possessions each day for possible showings.

14. Empty closets of off-season clothing and pack for the move. Organize then to demonstrate the most efficient use of space. Leave as few items on the floor or shelves as possible.

15. Use light to create a sense of space. All drapes should be open. Turn on all lights throughout the home before showing, and be sure to replace any burned out light bulbs!

Atmosphere — When placing yourself in the potential buyer's shoes, you will want to consider the overall atmosphere of your home. Keep in mind your sense of smell as you go through the check list. Create the atmosphere of your home as a shelter, a place that is safe and warm, and in good condition.

16. A clean smelling house create's a positive image in the buyer's mind. Be aware of odors from cooking, cigarettes, pets, etc., that may have adverse effects on potential buyers. Remember that some people are much more sensitive to odors than others. Smokers rarely notice the odor of tobacco that fills their homes, and pet owners may be oblivious to objectionable cat or doggy odor.

17. You can use products like carpet deodorizers, air fresheners, and room deodorizers; but the best strategy is to remove the source of the smell rather than cover it up.

18. Unfortunately, often the only way to remove the smell of pet urine from flooring is to rip up the carpeting and padding and replace them. If this is preventing the sale of your home, don't hesitate to make this investment.

19. If smoking or cooking odors have a permeated your home, have your carpets and furniture cleaned, and air out or dry-out your drapes.

20. Mildew odors are another no-no. Don't allow wet towels to accumulate in hampers or dirty laundry to pile up in closets.

21. once offensive odors are removed, consider adding delightful ones. Recent studies have shown that humans have strong, positive responses to certain smells. Cinnamon, fresh flowers, breads baking in the oven are all excellent ways to enhance your property for sale.

Always remember "A Clean House Helps Sell!" Open and read Ron's flyer on

"Clean Smells Help Sell" at www.RonSellsAlabama.Com under 'helpful information' click on 'HelpfulInforForSellers' and open Clean Smells Help Sell.

Staging — This part of preparing your home for sale is the most fun and involves the use of color, lighting, and accessories to emphasize the best features of your home.

22. Study magazines ads or furniture showrooms to see how small details can make rooms more attractive and appealing. The effect of a vase of flowers, an open book on the coffee table, a basket of birch logs by the fire place, a scented candle, etc. can make the difference in a room.



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23. The use of a brightly colored pillow in a wing chair or a throw blanket on a couch can add dimension to a sterile room.

24. Soften potentially offending views, but always let light into your rooms. Replace heavy curtains with sheer white panels. Never apologize for things you cannot change. The buyer will either decide to accept or reject the property regardless of the words you say. Just present your home in the best possible way with complete honesty.

25. Go through your photo albums and select pictures of your house and yard during all seasons. If hung at eye level in a well-lighted area, the pictures will speak for themselves and give your yet another selling stage.

26. Take advantage of natural light as much as possible by cleaning windows, opening shades and drapes, etc. Ass lamps and lighting where necessary. Be sure that all fixtures are clean and have functioning bulbs.

The Exterior — Check your home for any needed maintenance just as a buyer would. Repaint or touch up as necessary. You can't make a better investment when you are selling your house! Don't let the outside turn buyers off before the inside turns them on.

27. Color has the power to attract. A tub of geraniums, a pot of petunias, or a basket of Impatiens on the front porch or steps is a welcoming touch.

28. If you are selling during the winter months, consider using a wreath of dried flowers on the front door.

29. If you have porch or deck, set the stage with pots of flowers and attractively arranged furniture.

30. Check to see that all doors and windows are in good working order. Give special attention to your home's exterior doors and front entry. Clean and paint doors if necessary. Remember, first impressions are likely to color the remainder of the house tour.

31. Wash all windows and replace any broken and cracked window panes.

32. Screens should be free of any tears and holes.

33. Inspect all locks to ensure that they are functioning properly.

34. Check for loose or missing shingles.

35. Invest in a new doormat that says, "Welcome."



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The Yard

36. Make sure the yard is neatly mowed, raked, and edged.
37. Prune and shape shrubbery and trees to compliment your house.
38. Consider adding seasonal flowers along the walks or in the planting areas. Plop the plants into a well -placed wheel borrow, an old-fashioned washtub, or what have you around the house to support pantry. Such as standbys as Nasturtiums, Petunias, Impatiens, and Verbena are easy to maintain if you only remember to water them regularly. Try a row of sweet smelling Alyssum to line a short sidewalk or pop in some perky dwarf Marigolds to form a cheerful oasis of color in your yard.
39. It is important to devote at least one area of your yard to outdoor living. Buyers will still recognize a scene set with a picnic table and chairs and respond positively to it. Cover your picnic table with a fringed, red-and-white checked cloth set out some plastic plates and glasses bring out the barbecuing equipment, and buyers will almost smell the hot dogs and/or meat burgers cooking!

The Swimming Pool - Maintain Your Pool

40. The swimming pool. Pool owners usually think pool care can be a complicated job, here are simple tips for opening your pool for the swimming season.
 1. Draining the water off the cover and away from the swimming pool, clean the cover and store in a clean, dry place away from the sunlight.
 2. Ensure the pump, filter, and skimmer basket are in good working order and condition. Clean the filter with a chemical cleaner specifically designed for swimming pool filters.
 3. Fill the pool to the proper level. Circulate water for 24 to 48 hours.
 4. Take a pint of water from your pool to your local pool store for a computerized analysis and a personalized prescription for the pool care.
 5. Test and treat your pool water regularly.

And do not forget to open your pools when temperatures remain above freezing and ay time temperatures remain above 60 degrees F.



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Call Ron for assistance in staging your home for the current market @
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What should be completed and kept up during the time period your home is on the market for selling?

WEEKLY

- 40a.** Either run a Polaris daily or manually vacuum the pool.
Backwash the pool for 2 minutes weekly.
Rinse the pool for 2 minutes weekly.
Add 2 tablets in winter and 4 tablets in summer to the automatic chlorimatic weekly.
(Turn pool pump off to open)
Clean pump basket. (Turn pool pump off.)
Clean skimmer basket weekly.
Weekly test water and shock according to test results.

Bi-weekly

- 40b.** Add preventative algaecide by diluting with water and pour along the edge of the pool.
Add clarifier, by broadcasting over the deep end of pool.

Monthly

- 40c.** 32oz. of stain & scale prevention, by pouring along the edge of pool.

Information on pool care obtained from
HUGHES POOLS & SPA Montgomery, Al. 334.270.5800

****Please remember, persons considering having a pool and viewing a clean and inviting pool area, adds excitement and enthusiasm to the buying senses. As seeing an unkept yard or interior, Buyers look at all the work to be done, not the joy of living in the home!

The Driveway

- 41.** The driveway is no place for children's toys. Not only are such things dangerous, the clutter is unsightly.
- 42.** The surface of your driveway should be beyond reproach; after all, it's one of the first things a buyers will see when he/she drives up. Sweep and wash the driveway and walks to remove debris, dirt and stains. Repair and patch the cracks, edge the sides and pull up any weeds.



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ROOM - BY - ROOM ANALYSIS

The Front Entry— Whether a gracious proportioned center-hall or small space just large enough for a coat rack and tiny table, this part of your home deserves your particular attention.

- 43.** Study your entry hall and ask yourself what kind of impression it makes for your home. Dried flowers or a small plant can make a striking focal point on a hall table any time of the year.
- 44.** Virtually any entry hall will benefit from a well-placed mirror to enlarge the area.
Open a view Ron's flyer on Mirror's;
- 45.** Your entry hall's flooring will be observed carefully by the prospective buyer and their Buyers Agent. Make sure the surface is spotless and add a small rug to protect the area during showings.
- 46.** The entry hall closet is the one seen & inspected. Make it appear roomy! Add a few extra hangers. Hang a bag of cedar chips or a pomander ball to give a pleasant , fresh scent. Remove all off-season clothing.

The Living Area — Think of these areas as if they were furniture showrooms. Your job is to make each room generate a positive response. Add touches that make a room look truly inviting.

- 47.** Sweep and clean the fireplace. Place a few logs on the grate to create an attractive appearance. You are welcome to have a fire going for showings during the winter months, it creates a great atmosphere.
- 48.** Place something colorful on the mantel, but do not make it look like a country craft store.
- 49.** Improve the traffic flow by removing excess furniture. Have easy traffic flow patterns. Be sure that all doors open fully and easily.
- 50.** Draw attention to expose beams or a cathedral ceiling with special lighting. Be sure to remove any cobwebs and dust!
- 51.** Remove oversized television sets if they dominate the room! If necessary, substitute with a smaller television until you move.



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The Dining Room — Avoid going overboard. To be effective, any stage setting that you create should reflect the character of your entire home appropriately.

52. Set the space scene by setting the table with an attractive arrangement. Add fresh or silk flowers as a centerpiece.

53. Visually enlarge a small dining area. If your dining table has extra leaves . . . take one or two out. Consider placing your dining table against the wall . . . remove any extra “company” chairs. Consider putting the oversized pieces in storage until your home is sold.

The Kitchen — Pay particular attention to your Kitchen!!!!!! This room continues to be the “heart of the home.” A pleasant, workable kitchen is near the TOP for most buyers’ list of priorities and is a room that buyers always scrutinize closely.

54. Avoid clutter! Clean counters of small appliances and store whenever possible to maximize the appearance of work space. Place a small vase of flowers to spring freshness and appeal!

55. Check the counter top around your sink, and remove and detergent or cleaner, etc., that may be cluttering the area.

56. Sinks, cabinets, appliances and counter tops should be clean and fresh always!

57. All appliances should be absolutely clean, bright, sparkling, and shiny!!

58. Clean off the top of the refrigerator!!!! If you must use that space for storage, use baskets and bowls to camouflage the items kept there.

59. Set the scene with an open cookbook, a basket filled with fruit, a basket of silk flowers, or a ceramic mixing bowl and wire whisk.

60. Create the aromas associated with happy homes! Bake some cookies from premixed, refrigerated cookie dough, start baking a loaf of refrigerated dough, or pop a frozen apple pie in the oven.

61. In the heat of summer, place a bowl of lemons or limes on the counter to provide a fresh and pleasant aroma.



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62. Clean and organize all storage spaces. If your cabinets, drawers, and closets are crowded and overflowing, buyers assume that your storage space is inadequate. Give away items you do not use, storing seldom-used items elsewhere, and reorganize the shelves. Neat, organized shelves and drawers look larger and more adequate for prospective buyer's needs.

63. Large, cheerful kitchen windows are an advantage and should be highlighted as a special feature of your home. Take a critical look at the window treatment . . . is it clean, sharp and up-to-date? Do the curtains need washing or the blinds need cleaning? Would the window area look better without any window treatment?

64. Set the table for an informal meal with bright place mats and a generous bowl of fruit as a centerpiece (Not plastic or artificial fruit) use the good stuff!

The Laundry Room — A separate laundry room is a true asset and is one of the most frequent requests that buyers make during a home search. Do not hide this treasure behind closed doors! Spruce up the room and open the door proudly for inspection. Place a "Electric Scented Oil *PlugIn*" in this room and have this room appeal to the buyers sense of smell.

65. Add a fresh coat of paint or put up cheerful wall paper.

66. Organize all closets and storage spaces.

67. Remove all dirty laundry!!!! Keep current with your laundry or store all dirty laundry in a closed container . . . maybe even hermetically sealed and welded Shut!

68. Clean and polish the washer and dryer. Use the same wax you wax your automobile.

69. Consider adding an attractive, coordinated throw rug.

The Stairways — Stairways should provide an attractive transition from one level of your home to another.

70. Make certain the stairs are safe! Stair lighting should be more than adequate, stairs must be clutter free, stair railings secure, and runners or carpeting tacked securely. Remove any items from the surface of the stairs and store elsewhere. Check the condition of the walls, and paint or re-wallpaper if necessary.



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71. If the stairs are a focal point of the main living areas, carefully choose accents to improve the visual appeal. If you have a wide, gracious staircase, emphasize this feature by hanging a few pictures along the wall. Draw attention to a handsome lighting fixture by polishing the brass and dusting each small light bulb or crystal prism.

72. Large master bedrooms are particularly popular among today's home buyers. Make your bedroom larger. Paint the room a light color, remove one of the bureaus if the room is crowded, and minimize clutter to maximize spaciousness. Aim for a restful, subdued look.

73. A private bathroom off the main bedroom is a real sales plus. Decorate to coordinate with the color scheme of the bedroom, creating the "suite" effect.

74. Virtually all buyers are looking for a house with plenty of closet space. Try to make what you have appear generous and well planned. Remove and store all out of season clothing. Remove any items from the floor area. This will make a closet seem more spacious. Arrange all shelves to maximize the use of space.

75. Make sure all articles in the closet are fresh and clean smelling, 'Remember, "Clean Smells Sells Homes"'.
"A Clean House Helps Sell!" Open and read Ron's flyer on

"Clean Smells Help Sell" at www.RonSellsAlabama.Com under 'helpful information' click on '**Helpful Info For Sellers**' and open **Clean Smells Help Sell**.

When prospective buyers open your closet door, they should be greeted with a whiff of fresh smelling air!

76. Make sure all closet lights have adequate wattage and are operating. Add battery operated lights to those closets that lack electrical outlets. Lighted closets look bigger, and more attractive, and allow buyers to inspect the interiors easily. Open and read Ron's flyer on "Lighting." You'll find this flyer under 'helpful information' click on '**Helpful Info For Sellers**' and open **"Bright Idea" Lighting Tips.**"

77. Take time . . . TAKE TIME to explain the importance of marketing to your children. Encourage them to participate in preparing your home for showing; particular the principle of appealing to the widest possible market segment. (***"This can also be a learning tool for your children with their home in later years!"***) Ask your children's cooperation in making their beds and picking up their rooms prior to showings. Consider promising a special reward if they willingly participate in your house-selling goals.



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78. Have your children pack up any items that are not currently in use and dispose of unused possessions.

79. Remove any crowded, unusual, or personal wall hangings such as posters and store them until your home is sold.

The Bathrooms — Trust me, this is one room that can make or break the purchasing mood of a "Qualified Buyer!" Wise Sellers take special pains when preparing their bathrooms for scrutiny by strangers. The bathroom is a room and a very personal one . . . and prospects will inspect yours carefully, so be sure it is immaculate. Cleanliness is the key! Make sure that all surfaces are spotless . . . Ron goes over with his Selling Clients with detail how to make ready and present the bathrooms as he does the kitchen. These two rooms are the "Go-ahead and make an offer" or "Buying Mood Breakers."

Cleanliness is the **KEY** as well as the room *Decor*.

80. Remove and replace dirty shower curtains, clean and repair caulking, and remove nonskid bath decals that are in poor condition.

81. Clear off counter tops and store all personal care products out of sight.

82. Repair any faucets that leak or do not function properly. Clean off mineral deposits with vinegar or commercial products.

83. Clean and organize all cabinets and drawers. Do not forget the medicine cabinet and the storage cabinet under the sink. Dispose of old items and polish the shelves.

84. Remember to appeal to a wide range of buyers. Play down dominant colors with contrasting neutral colored towels and accessories. If your bathroom is mostly white or neutral, add a few cheerful accents of color. Do not hesitate to buy a few new towels and a rug . . . you'll be taking them with you to your new home, but the expense of the new towels and rug is a good presentation investment.

85. Scrub and wax an old floor. Cover the largest area you can with a freshly washed scatter rug.



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86. Decorate and personalize to create a pleasing, individual look. Consider bringing out your best towels and perfumed guest soaps. Add a plant for color and freshness.

87. A gentile hint of fragrance in the air is fine, but keep it subtle!

The Garage

88. Sweep and wash the floor to remove dirt and stains. Organize tools, garden equipment, bicycles, etc. A Clean, organized garage appears larger.

89. If the area is dark, add more light. If it is small and accommodates only one car . . . remove your automobile before buyers visit. An empty garage always look larger. If you have a two car garage with very little extra room, remove one of your vehicles so that buyers can make their inspection in comfort . . . it would be best to remove one vehicle anyway so they can walk around and look with ease . . . Remember . . . "Treat other as you would like to be treated!"

90. GET RID of anything that you do not plan to move to your new home!! Place remaining stored materials neatly in boxes, and position away from walls.

The ATTIC!

91. Now did you think I would forget the attic? This is a wonderful place to place STUFF, for seasonal items and "I just Don't Want To Throw Away Items!" Most buyers would like to walk up the pull down ceiling latter and look into the attic and see what they can store and view the decking and roof construction . . . make it easy and simple for them and the less STUFF you have in the attic the BIGGER it'll LOOK and they can begin visualizing their STUFF being placed here . . . "OH Look at all the space for our STUFF!"

Use your ATTIC as a positive selling feature and not a cluttered space that may discourage a potential "Qualified Buyer in making an offer . . . to purchase your home.



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IMPORTANT: Points to Remember When Showing Your home

Increase your chances . . . The more people who see your home, the more likely you are to sell it quickly. YES, it's inconvenient to show your home at dinner time, but if the people buy your home, is it not worth it?

There should not be any major house cleaning at this point . . . The kinds of tasks you ought to be concerned with now are simple ones: making beds, stuffing last night's dirty pans in the dishwasher, picking up loose newspapers, etc. Even young children can participate by "Cleaning" their rooms.

If the season is appropriate, open the windows in each room and let in some fresh air, Stale air isn't a appealing, particularly in a home with smokers or pets.

Keep your thermostat at a comfortable setting.

Turn on all the lights for every showing before prospective buyers arrive. This also gives you an opportunity to select the lighting effects you want for each room. No area of your home should be dark.

Turn off the television and turn on light background music.

Arrange for pets and children to be at a neighbor's. Perhaps it's unfair to lump children with pets, but young children can distract buyers from their purpose. Keep pets away from buyers!

Do not try to "**SELL**" the house with words! By this time you have prepared the house for sale . . . **let it sell itself!** Your House will Sound Off Highly or Softly depending on it's Readiness! Buyers buy on emotion—theirs, NOT YOURS! Keep your emotions under control and allow the "Buyers Agent" to work with their Client! The Buyers Agent knows them and what they are looking for . . . And the Highly Descriptive Flyer Ron uses will give each buyer and their agent all the information they want and possible need to come to an offering state of mind.

"**Depersonalized**" the house as much as possible. Take down any extra family pictures that are hanging on the walls or displayed on the shelves. They will often distract the buyer's attention from what is most important . . . "The House!" Too many times I have be presenting the facts and benefits of the home . . . when my client looks at a framed picture of the home owners, and or their children, or pictures of the Seller's wedding and military pictures and they began paying more attention tot he pictures and losing their focus of why they are there in the first place . . . then I have to get them on track and begin the selling process all over again . . . Then there is the negative fact, they are then running late and often times, they (Buyers) will rush through the home and not give it the proper attention your home really deserves! So, if all possible, take down as many personal family pictures and artifacts and leave minimum wall hangings.

Most importantly, please leave the home during all showings . . . It's uncomfortable and difficult for buyers to view the home when the owners are present. Oftentimes, they will rush through the home and not give it the proper attention your house deserves. It is also hard for the buyers to "picture themselves" living in the home when the sellers are present! Note: You will be gone/away during showings — So, put away all personal items and treasures that can be placed into pockets and or coat pockets, etc., and be carried away! Your Agent/Broker and or the Buyers Agent has only two eyes and two ears while presenting your home . . . Help them by putting away items you treasure and are easy to pocket and carry off!

NOTICE TO SELLERS

KEEP IN MIND that Buyers want to obtain the lowest price and best terms for themselves!

We recommend that you do not discuss the following types of information with any "Buyers" or "Buyers Agents," regardless of whom they represent, other than your "Listing Agent/Broker, with The Saunders Realty Agency . . .

1. Reason for selling
2. Motivation/urgency to sell.
3. Willingness to consider an offer less than the listing price.
4. Terms under which you would sell.
5. Relocation, timing, benefits of policies . . . if applicable.
6. Items of personal property which you "might" be willing to include in a sale "At cost" and "At No Cost."
7. Any confidential information that would serve to disclose your negotiating strategy.

I hope and pray you found these tips to be helpful, and I look forward to serving you in the home selling process.

With Regards,



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Ron P. Hidalgo/EDDINS PROPERTIES, Montgomery, Alabama 36106

WEB: www.RonSellsAlabama.Com Email: Ron@RonSellsAlabama.Com

Have questions or need assistance?

Go to: www.RonSellsAlabama for current active listings and helpful “Seller/Buyer” information. Contact Ron for assistance in locating or selling real estate. Ron works tirelessly to help his clients reach their goals.

Have real estate or financing question/s, do not hesitate to call or e-mail **Ron**, he will be delighted answering your questions or locating the property that best suits your needs.

Contact **Ron** for **“Professional and Quality Service that’s Priceless and Ron’s clients deserve nothing less”!**

Ron is **“Totally Mobile Connected”** . . . while working out of the office environment, **Ron’s** laptop is wirelessly Network connected. **Ron** is as close as a phone call or electronically. . . . **Ron** is **“Totally Mobile Connected”** . . . while working out of the office environment, **Ron’s** laptop is wirelessly Internet Network connected.

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Mobile: 334.546.1410 • always ask for-- Ron.

Have a great day and we look forward to hearing from you.

Thanks,

Ron