





## Quick Fix [Up]

Here are five improvements you can make that might help your home sell faster in a cooling market:

- Create a welcoming entrance. Make sure your front door is clean, polish the hardware (or replace it if necessary) and repaint the door if it is in poor shape. Finally, add a new doormat, update your mailbox, and place attractive greenery or flowers on either side of the door.
- Remove clutter and put it in storage. Box up anything you won't use in the next few months (including holiday decorations, seasonal clothing or sports equipment, old toys, etc.) and send it to a storage facility.
- Replace outdated window treatments with simple white miniblinds or wood blinds cut-to-measure at a home center. This is a fairly simple fix that can refresh your rooms in just one weekend.
- Update your storage space with closet systems so the closet looks organized, not cluttered.
- Have wood floors professionally cleaned and polished. If you have worn, dirty or badly colored carpeting with wood underneath, tear it out and expose the wood.

## Say Yes to

Buying or selling a home can seem like an overwhelming task. But the right REALTOR® can make the process easier — and more profitable.

A Certified Residential Specialist (CRS), with years of experience and success, will help you make smart decisions in a fast-paced, complex and competitive market.

To receive the CRS Designation, REALTORS® must demonstrate

outstanding professional achievements — including high-volume sales — and pursue advanced training in areas such as finance, marketing and technology. They also must maintain membership in the NATIONAL ASSOCIATION OF REALTORS® (NAR) and abide by its Code of Ethics.

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## \* DID YOU KNOW?

Between 1992 and 2005, the proportion of newly built homes with patios increased from 37% to 46%.

Source: U.S. Census Bureau



**Do you know someone who is thinking about buying or selling a home? Please mention my name.**

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