

How To Make Home Buyers Hate Your House.

Through the years, home buyers have made comments to me about what they like and dislike about homes they view. In this article, I decided to share some of their dislikes.

- **Odors**

House odors are number one on the home selling no-no list. Odors from cigarette smoke and pets take top billing, with mildew not far behind.

- **Dogs that meet you at the door or in the driveway**

Being a pet lover myself, this comment always hits close to home. Dogs frighten some people and irritate others. You'll have a much better response from showings if you control your pets – dogs, cats, whatever. Some sellers attempt to place the pet in a bedroom or garage and then ask people not to open the door into that area. This is a bad idea! Would you buy a house you can't inspect? Remove pets during showings if possible. If you can't remove them, then you should place them in crates for their own safety and to get a more positive showing.

- **Dirty Bathrooms**

Grimy bathrooms are an instant turnoff. Scrub them, paint them, and buy a new shower curtain, rugs and towels. Do what it takes to make it shine. If you're serious about selling your house, the extra work is a must.

- **Dimly Lit Rooms**

Dark homes are a turnoff to most home buyers, so brighten them up. Try some of these hints:

- Replace dim light fixtures and add bulbs with the maximum wattage allowed
- Install additional light fixtures
- Remove heavy drapes to let the sun shine in
- Trim tree limbs and bushes that block windows
- Repaint rooms that have dark wall colors

Dirty and fogged windows are another buyer turnoff. Clean them inside and out. If possible, replace any double-paned windows that have broken seals.

- **A House Full of Busy Wallpaper**

Busy wallpaper in every room turns off most buyers; even people who love wallpaper rarely like what you've chosen. It's a personal decorative touch that they want to choose for themselves. It's the masses you must appeal to when selling your house, so take a hard look at your wallpaper and decide if it should be removed and replaced with paint. Never paint over it, because it will be obvious that you did and buyers know that makes removing it even more difficult.

- **Bugs**

Roaches, spiders, any insect that shouldn't be in the house - get rid of them.

- **Poor Curb Appeal**

You must grab a buyer's interest from the curb if you want to sell your house for top dollar. I have had home buyers who refused to go into a house with an unkempt yard or peeling paint. Okay, sometimes you can't afford to paint, but you should still get the yard in tip-top shape.

- **Gutters with Plants Growing in Them**

Some people never clean their gutters. More than once buyers have said to me, "What else have they not maintained?" Gutters that do not have an open flow can cause drainage problems.

- **Sellers Who Hang Around for Showings**

Sellers should leave the house during showings. Home buyers feel awkward about opening closet doors and lingering for a really good look. Buyers are reluctant to give a true opinion of the house when the seller is present. This makes it harder for your REALTOR® to get positive or negative feedback from the buyers. Therefore, the REALTOR® has no way of knowing why they did not like your house. It could have been something simple you would be willing to replace or repair, but because you were there, they were afraid to offend you.

Most of these issues can be corrected without spending a lot of money. Do it now before your house gets a reputation among buyers as the house that *smells*, the house *with the huge barking dog*, or the house *where the owners won't leave buyers alone*. Once your house gets this reputation, your house will be last on the list of the homes buyers want to view.

The statements made above are the opinion of Deborah Burton and will not guarantee the sale of your home. To receive a “Room To Room” selling checklist packet contact Deborah Burton e-mail dburton@dburtonrealty.com or call 256-259-5800.