



Real Estate in Real Time
by **Paul Mirador**

Having a litter box per cat is good for the cats...

Not for getting offers. – For the fact that you have gotten used to it; you may not smell it, but we can smell it on the way in. Spray some Febreze or light a candle once in a while. And while you are at it, wash the curtains, rugs, kitchen towels as well. Open up all the windows, turn on the fans, and get your home's atmosphere ventilated.

Ikea hacks look like Ikea hacks.

Ok, you may have seen some hackers on Facebook or other social media sites, but when it comes to showing off your house, it's not ideal to show off your hacking skills.

Buyers will open every single closed door.

And they are judging you. Buyers want to see how big the closets are and if the closets have an organizer or what type/condition the shelves are in there. They want to see how much clothes they can fit in there and if it's dark inside. Just ensure your closet is clutter free, organize, and safe. The last thing we need is your stuff falling on a potential buyer once he or she opens the closed door.

Cleaning the inside of your appliances?

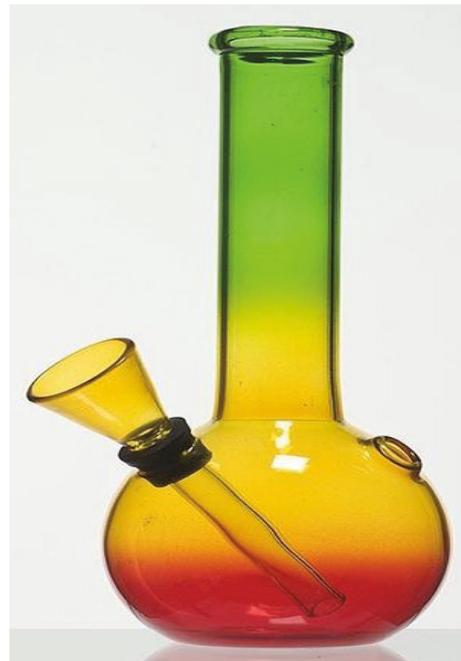
Not optional. When was the last time you cleaned the inside of your microwave and or the oven? Are the knobs (range and or kitchen cabinets) greasy? Is your stainless steel refrigerator still having that shine? The idea is to make everything look brand new.

THINGS YOU SHOULD KNOW AS A HOME SELLER BUT WON'T BE TOLD BY A POLITE REALTOR

Extension cords are signs of the devil.

Aside from the fact that cords all over the house can cause a fire, anyone can easily trip over it. It is also an ugly clutter sight to behold.

Um .. We know that's a bong.



Don't forget to put away your personal items, like your underwear, and or a bong; it doesn't give a good impression here. I can imagine the potential buyer's questions "Is this house on the DEA watch list?", "Is this a crack house?"

Whenever we see an old switch plate, we die a little inside.

Do everyone a favor, be consistent when replacing your switch plates, they are cheap and will help beautify your place. And let's not forget the yellowed ceiling. The first thing that comes to mind, "are the home-owners smokers?" "Why is that ceiling corner yellowing? Is there a leak from above? As the seller, it's your responsibility to point that out to your listing agent, and have it checked and treated before

showing the property.

No one cares what the place looked like when you moved in!

Do you still have items inside your boxes when you first moved in? Do you have flat empty boxes against the wall? These boxes don't need to be around when showing the property; it will only distract or block potential buyers from seeing more of the property. Have you seen showroom floors with empty boxes lying around?

Throw away rus that should be thrown away.

You know those rugs, carpets that are cut using a utility knife, unevenly cut, and shaped; used to hide or patch something you don't want people to see. Well, it's time to "cut" your ties with them; it's time to get rid of them. They are clutter and dangerous. People can step and slip or trip over them.

We're less than thrilled that your aunt Betty is a Realtor.

OK, this is what a Realtor is REALLY thinking when you say something like this to us. In the Realtor's mind, your aunt will not do a great job because if they mess up with negotiations, paperwork, coordination, inspections and termite repairs, etc.; you will understand and forgive your aunt because after all, she's a relative. Your aunt will treat you like a relative than a client. Meaning, you will not be their priority, because you will always be there, an unrelated client will be their priority because they are hard to come by.

How do we (Realtors) know this? Because we have had clients asking us to resolve their "inexperience aunt's" mess.

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