

*Getting ready to
show your home...*

OUR PHILOSOPHY

- To be the consistent leader in real estate marketing and sales in the upper Pioneer Valley and to set an example of innovation, integrity, knowledge and experience by which all others will be measured.
- The Jones Group is committed to providing the finest real estate services available in the area through a comprehensive marketing approach to the sale of property, combined with the experience of living and working in the upper Pioneer Valley for generations.
- We provide a collective wealth of knowledge and experience, matched by none, achieved through daily work in the field and advanced professional education.
- Our care in meeting the needs of our Buyers and Sellers and our commitment to our community has earned us a fine reputation in the area. Above all, we take pride in and assume the responsibility of being the area's largest independent real estate company: first in listings, first in sales!

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Tips To Help Your Home Sell Faster

IMPORTANT TIPS TO HELP SELL YOUR HOME.

First impressions can make the sale! This checklist of easy tips can help your home sell faster and for a better price. They have proved invaluable to other homeowners and are well worth applying to your home.

TAKE FULL ADVANTAGE OF YOUR EXTERIOR SETTING.

Make sure:

- All paint is in good condition especially at the front door.
- The doors and locks work properly and easily.
- All exterior lighting is working and turned on for evening showings.
- The yard, decks, porches and driveway are clear of any clutter; bikes, toys, etc.
- The lawn is mowed and trimmed and the landscaping is in top condition.
- Driveway, sidewalks and steps are kept clear of snow and ice during winter.

DISPLAY YOUR HOME'S INTERIOR AT ITS CHARMING BEST.

Make sure:

- Walls are clean and unmarked, preferably freshly painted with neutral colors.
- Screens, drapes, shades and windows are in good repair and work properly.
- Windows are sparkling clean both inside and out.
- All doors and drawers are in good, quiet working order.
- No smoking, pet or other objectionable odors are present.
- Carpeting is clean. Patch or replace if necessary.
- Closets are cleared out and organized to show off storage space.
- Excess furniture has been removed to make rooms appear larger.
- Bathrooms and kitchens are spotless with no clutter on counter tops.
- Appliances are spotless and kept in good working order.
- Unneeded items are removed from kitchen cabinets to show off their spaciousness.
- Clutter from garage, basement and storage areas is disposed of. Rent a storage space if necessary.
- Any items of a permanent nature (light fixtures, etc.,) that will not be part of the sale have been removed and/or replaced.

FOR SHOWINGS:

- Tidy all rooms and make up the beds.
- Open drapes and turn on lights to brighten every corner, every day.
- Restrain or take pets with you and remove litter boxes.
- Avoid having people present if at all possible, so that the buyers have space and privacy to view the house in comfort. Being present during showings can make buyers feel like intruders and cause them to hurry through your home.

If prospective buyers show up unexpectedly without an agent, get their name and number. For your protection, do not show the home yourself. Have unescorted buyers call your Jones Group agent for an appointment.



*Exceptional service and results
since 1958.*