

# Little Flaws Can Make Big Impressions on Buyers — And Are Cheap to Fix

Although my primary activity as a Realtor is listing homes, I also show a lot of homes, and it always surprises me to see the little flaws that other listing agents allow to go unfixed in their listings. And these little flaws are often so cheap and easy to fix!

Let's start at the front door — with the doorbell. Those plastic doorbell buttons break easily. The button on my own doorbell broke, but I bought three of the buttons instead of just one, because I knew that one or more of my future listings will need one.

One of my current listings didn't have ANY doorbell, much less one with a broken button. This was easy to fix. Wireless doorbells can be purchased for under \$20.

Another little flaw is broken or weathered window screens. Most hardware stores repair screens or even build them from scratch. For

example, Meyer Hardware in Golden charges about \$15 to replace the material on a screen window or screen door.

Last week I showed a \$675,000 home which had a gaping hole in the ceiling drywall of its 5-car garage. For under \$50 my handyman could repair that — and why not? It will, after all, be an inspection issue anyway, since the drywall in garages is a fireblock.

Dirty windows are an eyesore that doesn't even require a handyman to fix. Get out the Windex and clean those windows, inside and out!

The same applies to dog poop in the backyard — or, worse, the front yard!

I was showing a house last week where all the light bulbs in a bathroom were burned out, so there was no light at all. The owner was

home and knew they were burned out but doesn't use that bathroom, so why replace them? Amazing!

Not long ago I showed a home where the basement door wouldn't latch shut because the door latch was installed backwards. That's a five-minute fix. Sometimes a door won't latch because the latch doesn't line up with the hole for it. That's a 10-minute handyman fix.

Those are some physical flaws requiring little effort or money to fix. But there's a non-physical flaw which costs nothing to fix — the MLS listing itself. Every agent should proofread his or her own MLS listing and also provide it to his client for proofreading. For example, I often encounter listings where the directions to the property are wrong on the MLS. Any seller would catch that mistake right away. One listing showed the finished basement as unfinished. These are unnecessary mistakes that are easily fixed.

## REAL ESTATE TODAY



By **JIM SMITH**,  
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## This Week's Featured New Listing:

### Updated Golden Home Near Open Space

This home at 1617 Ulysses Street is just two blocks from one of the open space trailheads for South Table Mountain. It's also close to shopping, restaurants and even downtown Golden.



Inside, it's a beautifully updated tri-level home. The kitchen and all three bathrooms have been tiled, and new fixtures and appliances installed. All rooms have been repainted in beautiful tones, and cove moldings added for a really classy look. There are 4 bedrooms, plus a possible 5th bedroom suitable for a home business with its own exterior entrance. Take a video tour on the website, then call your agent or Jim for a private showing.

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