

## Ask the Professional ~ Sue Jones on Real Estate



By: Sue Jones  
Owner/Partner  
KELLER WILLIAMS  
Real Estate

office 215.340.5700  
cell 215.262.4422,  
email [sue@suejones.com](mailto:sue@suejones.com)  
[www.suejones.com](http://www.suejones.com)

### Preparing Your Home for Sale – Declutter Is the Key Word!

**Q. We will be listing our home shortly and need your suggestions as to how to declutter it but still be able to keep the things we need close at hand. Thank you for your advice. K.R.**

**A.** Getting your home organized without giving up the convenience of easy access to your favorite things is a true challenge.

Here are my suggestions:

- Buy a coat rack. This way, you will always know where your coat is, and the house won't look so messy with coats strewn about in a variety of places.
- Have a tray set aside for keys. Save yourself the frantic search for keys in the morning by setting a tray aside for keys or just hanging a hook on the wall where everyone places their keys.
- It is imperative to keep the kitchen counters clear. This is going to be the most inconvenient aspect, but it's a must. Put away everything except items you must have on hand.
- Designate an area for all those remote controls.

Additional decluttering tips to prepare your home for sale:

- Toss the junk mail. Rather than placing junk mail on the kitchen counter or storing it in

**Sue Jones is a REALTOR as well as Owner/Partner of Keller Williams Real Estate, Doylestown Office.**

**Experience:** Sue's experience spans over 30 years, providing professional help to both buyers and sellers in our local market.

**Designations/Memberships:** Holding the coveted GRI designation - Graduate of the Realtor Institute; Memberships in the National, Pennsylvania and Bucks County Association of Realtors.

**Education:** Sue feels that ongoing "fine tuning" of the ever-changing regulations, laws and procedures that guide the professional REALTOR to properly represent the public and which shape the Real Estate Industry are of the utmost importance, and this is her pledge and commitment.

**Why Real Estate as a Career?** When asked "What made you choose Real Estate as a career?" Sue answered "I wanted to be in a helping field and decided that Real Estate offered that—helping people with their most important investment."

Contact Sue at her office 215.340.5700, on her cell 215.262.4422, or email [sue@suejones.com](mailto:sue@suejones.com).

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the desk drawer, throw it out as you receive it, and you will no doubt notice considerably less clutter almost instantly.

- Bundle all those cords. Bundle the TV, DVD, and other cords with a cord organizer to make wires and plugs much more manageable.

My final suggestion is to invite a home stager into your home. These experts can help you determine which steps to take to have your home present at its best. For a list of accredited home stagers, please e-mail me with the subject line "Home Stager List Needed," and I'll send you the list, along with a link to a "before and after" video.

### Testimonial

From the time I first met Sue, I was impressed with her attention to detail and chose her as my realtor over two other realtors I interviewed. She explained the process thoroughly, was patient with my questions, and was quick to communicate any new details. She held a successful Brokers' Open House.

When it came time to negotiate a price with the buyer's agent, she communicated well through the negotiations and was patient with my "angst".

When repairs or inspections had to be made, she was available to let contractors in the house, as I worked over an hour away and couldn't be there. In the end, I felt that I got the best price I could have gotten for my home.

Barb T.

## SUE JONES REALTOR, GRI

### Owner/Partner

'I have 30 years experience bringing Buyers and Sellers together'

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**Call Sue for a Private Showing - 215.262.4422**

**Sue@SueJones.com**  
**www.SueJones.com**  
**215.262.4422**  
**215.340.5700**

2003 South Easton Rd, Suite 108 Doylestown Commerce Center Doylestown, PA 18901