

Preparing your home for sale

Now that you have decided to sell your home, below are some common sense suggestions that are inexpensive, easy and straightforward.

First of all, a good rule of thumb is to get rid of all clutter that is in the home. This will make the home look more appealing and spacious. After all, the potential buyer will want to envision their furniture in the house and is buying the house, not its contents.

Consider a yard sale, a trip to the dump, or a temporary storage site.

Home sale preparation on the outside:

- Remove all garbage, scraps, wood, building materials, etc.
- Clean and wash windows, siding and gutters
- Weed, mulch and remove dead plants
- Prune all bushes and trees with particular attention to ensure windows are not blocked
- Consider adding a few colorful plants to add to curb appeal
- Keep the lawn trimmed and edged as well as fertilized
- Keep walkways clean
- Clear entranceways, patios, decks and sheds of unnecessary clutter
- If decks, doors, or wooden surfaces consider paint or sealer
- Clean out the garage and park extra cars offsite

Home sale preparation on the inside:

- Clean all clutter and unnecessary items from the home
- Consider a yard sale, donation, or temporary storage facility
- Store items such as knick knacks, picture frames, etc. to keep focus on the house
- Keep kitchen countertops clear from everything other than essentials
- Clear the refrigerator surface free of attachments, pictures, magnets, etc.
- Kitchens and bathrooms are major selling points of homes
- Consider moving some furniture items into storage to give appearance of spaciousness
- Have carpets shampooed
- Paint and patch walls where needed. Consider freshening up the wall colors and scrapes with a new coat of paint
- Clear out storage from basement as much as possible to a temporary storage facility

Setting the mood for a showing:

- ◆ Setting the mood with appealing visual, sound and smell cues can enhance buying process
- ◆ Leave lights on and open curtains to let light in
- ◆ Make sure no one other than the buyers and the sales rep are at home for the showing
- ◆ Have soft music playing in the background
- ◆ Turn on the fireplace, or make a fire in a natural fireplace
- ◆ Fresh baked breads or pies, are enticing to a peaceful environment
- ◆ Spray deodorizer in any smelly rooms, especially where pets stay
- ◆ Leave pets with neighbors or bring with you if possible, otherwise keep animals in garage, or laundry room while house is being shown
- ◆ You may also wish to consider hiring a professional staging company to assist you in the preparation of your home for sale. The benefits of a greater selling price often significantly exceed any costs of staging.