

# *Tips to Get Your House Ready to Sell*

Are you worried about getting your home ready to sell? You're not alone. Most sellers are. But with the right tips, you can be on the right track toward successful showings with a home that shines for potential buyers.

## *Work with a top realtor*

Work with a realtor who is informed and can provide helpful services through the entire selling process. I regularly monitor the multiple listing system and know what properties are going for on the market, and know the comps for your neighborhood. When you work with an experienced local Agent like me, I have the skills you need to ensure your home is ready to sell — and for a great price.

*Prepare your house for sale to get top dollar!*

## *Take professional photos for the listing*

With the internet and social media, being the first impression of your home I arrange for a professional photographer to take photos and video of your home

## *Clean-up for walk-throughs*

Clean like you've never cleaned before, and then keep it that way. Keep your bathrooms and kitchen impeccable, dust and mop, and wash the walls and windows until the day your house sells.

### *Depersonalize & Declutter*

The more personal your space, the less potential buyers can imagine themselves living there. Get rid of a third of your stuff--stash it in a storage unit if you have to. Clutter includes family photos, collections, travel items, and keepsakes. It's hard for a buyer to imagine their things in the space with yours cluttering every room.

### *Organize Closet Space*

Every buyer is looking for a place to store all their things. Take half of everything you have in the closets and pack it away. Then, neatly organize what's left in the closets to highlight the home's storage space.

### *Lights On*

A dark house is just that- DARK! Maximize the light in your home. Open the drapes, clean the windows, and swap the lampshades and up the wattage in the bulbs. Do whatever it takes to let the light shine down on potential buyers!

### *Make Minor Repairs*

Patch holes in the walls, replace broken appliances and change burnt out light bulbs. No problem is too small in the eyes of a potential buyer. Small issues send the message the home has not been well taken care of. They could also indicate to a potential buyer that there is other more costly neglect taking place- like water or mold damage.

### *No Pets Allowed*

Not everyone is an animal lover. If a potential buyer walks in and sees a dog bowl, smells a litter box, or is picking hair off their pants hours after the viewing, they will think the house is not clean. In fact, a potential buyer shouldn't even be able to tell if a four-legged friend lives there or not.

### *Smells Like Home*

You should be able to eliminate any unpleasant odors after a good clean. Even if it's winter, open the windows and give the home time to air out.

### *Update the Kitchen*

Kitchens are probably the most important room in the house. They are also the most expensive to renovate. Investing a few thousand dollars will get you an eighty-five percent return, while a dated kitchen could knock a huge chunk off of the asking price. The fastest and most inexpensive update is to repaint cabinets and update hardware.

### *Add a Fresh Coat of Paint*

Neutral paint tones appeal to a wide range of tastes and look fresh. Paint also has the power to add light to a dark room. If you want to add a pop of color, do so with a throw blanket or flower vase.

### *Special Touches*

Fresh flowers, accent pillows, a new welcome mat--these little touches can amp up the welcome factor of any home and go a long way with buyers.

### *It's Always Show Time*

Your house needs to be “show ready” at all times because you never know when a buyer will walk through that front door. You want your home to be available whenever they want to come and see it. Keep the dishes clean and put away, beds made, and immediately clear clutter. It may seem annoying, but will get your house sold!

### *Making First Impressions a Lasting Impression*

Before they even walk through the door, buyers are judging your house. They should feel warm, welcome and safe as they approach the house. Do some inexpensive upgrades, such as adding light fixtures, replacing the mailbox, or sprucing up the landscaping with some colorful flowers. You can expect a 100 percent return on any money you put into your home’s curb appeal. You may not have the budget for a complete re-landscaping of your yard, but cleaning it up, including weeding and mulching, can make a big difference for potential buyers. Add some inexpensive flowers and clear out any excess to make a great first impression for a showing. Add an extra punch to your curb appeal by re-sealing your driveway!

### *Clean The Carpets*

If you have carpets in your home, they need to be clean before you show your home. You can save money and rent a carpet cleaning machine or hire professionals — either way, the results will speak for themselves.

### *Fix Broken Items*

If you have broken fixtures, it's time to fix them now, before a potential home buyer is turned off. Whether it's stuck door handle or a broken toilet, now's the time to get it fixed.

*Putting your home on the market is a big job—*

*I will help you every step of the way!*