

Home Selling Tips

PREPARING YOUR HOME FOR SALE

If you want to sell your home in the quickest possible time for the highest possible price, you need to show it off in its best light. That means fixing, cleaning, painting and repairing.

It's important to consider that potential buyers often see your home only for a few brief minutes and then only as one of many homes visited during a day of touring properties. They usually don't have time to learn about the wonderful features that you know about, because you live there. Rather, buyers may only get a quick walk-through and then they're off to the next home. In order to catch a buyer's eye, and to convince them to make a substantial offer, your property must stand out.

Don't make the mistake of thinking that, because it's in good-enough shape for you, it's okay to show to others. That being said, think about the following tips:

SERIOUS HOME PREPARATION

If your home is more than five years old, you will want to give serious thought to rejuvenating the interior. It may be easier than you think. This will add perceived value when potential buyers walk through. Some of the commonly suggested items you will want to consider rehabilitating are:

PAINT INTERIOR WALLS

Over time, wear and tear tends to leave scratch marks on walls. If the paint is more than a year old, washing will only tend to make these marks look worse. A coat of water-based paint, easily applied with rollers, can enliven an entire room . . . and home. Sometimes you can avoid painting the ceilings, if they look good. If not, give them a coat as well.

CLEAN UP KITCHENS AND BATHS

Sellers should pay special attention here. You want your sinks, counter tops and floors to look spotless. Don't leave food or dirty dishes out when showing the property. If the home is dated, you may want to spend the **extra money** to renovate your kitchen and baths. Often you can get back dollar-for-dollar, or more, for money spent in these areas.

REMOVE EXTRA WALL COVERINGS AND FURNITURE

You want your home to look spacious, not cluttered. In addition, if you have wood floors, consider having them re-varnished or at least polished. As for items on the fridge such as magnets or personal items on the top, those should be removed as well.

WASH WINDOWS!

One of the most overlooked items by home-sellers. A clean window makes all the difference in the world.

ADDED TOUCHES FOR IMPROVING YOUR HOME'S APPEARANCE

Smart home sellers do at least the following to their properties before showing it to anyone:

PLANT FLOWERS

Colorful flowers around the front entrance to your home can greatly improve impressions. You can do this on a weekend for a small amount of money.

REFRESH YOUR HOME'S EXTERIOR

By re-painting or re-staining the front of your home, especially your front door, it will give the entire house a fresh, new look. Again, this can be done over a weekend.