



The Next Top Ten Items To Consider When Selling your Home

Ok...if you have checked out the initial top ten considerations when selling your home, let's look at the next ten items. We're going to move inside. Even though you may have lived comfortably in your home for years, you will need to stage it for a successful sale.

1. **Get rid of the clutter.** The picture of your daughter in the high school marching band, the Disney knick-knacks, and glass vase from two anniversaries ago need to go away. Potential buyers want to envision where their treasurers can go in *their* new home and they cannot do that if your 'stuff' is in the way.
2. **Garages are meant for cars.** Continuing with cleaning up the clutter, the potential buyer needs to see a fully functional garage, not your open space to store junk. Note: It is more effective to leave your car in the garage versus parking in n the driveway. Better yet, leave the car elsewhere and display an empty clutter-free garage.
3. **Clean Everything.** The house needs to be as immaculate as possible. Clean the floors, clean the rugs, clean the windows, clean the kitchen and clean the bathroom. Clear the kitchen counter, empty the dishwasher, and leave nothing in the sink. Kitchens and bathrooms sell homes. Bring in a cleaning service if you do not want to do it or if you do not have the time to do so. Put away the toys and make the closets attractive.
4. **Make rooms look larger.** Get rid of or store big bulky furniture, big screen TVs, tables, recliners and bookcases. The buyer needs to know that *their* furniture will fit.
5. **Open up & light up.** Open the curtains and shades. If it is not too noisy or dusty leave the windows open a bit. Turn on the lights and brighten up each room. Note: under cabinets accent lights in the kitchen are inexpensive and have a high 'wow' factor impact.

6. **Fix the easy things.** Oil that squeaky hinge, fix the door that gets stuck, tighten the door handle that's loose, nail down the loose floorboard, and replace that burned out light bulb.
7. **Paint.** The return on investment on painting is very high. It provides a fresh look and covers all those old smudge marks. Use neutral colors and the trim color should compliment the wall color.
8. **Hmmm, smells good.** There are multiple benefits to cooking a batch of cookies before the showing. It makes the house smell great plus you can leave out an attractive plate piled high with cookies for the buyers to munch on. Leave out a bowl of fruit and a bowl of wrapped candy too.
9. **Don't forget the basement.** If there is clutter in basement it needs to be cleaned up. When in doubt, throw it out. If there is a musty smell or a damp feel in the basement invest in a dehumidifier and run it on high before the showing.
10. **Time to Go.** It is to your advantage to leave the house before the showing. The buyers will feel more comfortable making comments and observations without fear of having to debate an issue with the seller. If you are selling the house yourself without a real estate agent, leave a flyer detailing the layout of the house, room sizes, unique features, and your contact information. Leave a guest book for potential buyers to sign and leave any additional questions. Note: If you are selling the house yourself, theft of your personal property is a concern.

Want to sell your house in a hurry, invest in the time and effort to make it attractive to the buyer.