

# Tips to Selling Your Home



**Organize** and empty your closets. Buyers are always looking for more storage and will be sure to look through yours. Keep a basket under the skin for loose items. Be sure to maintain a clean look with orderly closets and cabinets!

**First Impressions** are very important! When your home is "for sale" it is on display at all times. Make sure your home is looking its best by keeping the home clean and presentable. Don't leave dirty dishes lingering around in the sink or dishwasher and be sure to hang up that laundry from inside the dryer. Give the exterior of your home a welcoming feel by adding some fresh flowers or inexpensive shrubs. This is your homes first impression to the buyers, make it a good one!

**De-personalize** and detach when selling your home. You must give the buyer a chance to imagine themselves living there and make it their own. Box up any family photos and personal keepsakes so they are ready to move into your new home! If you find this difficult, consider hiring a home stager to display to the buyer all your home has to offer.



**Light** up your home! Be sure to maximize your homes brightness by sticking with light drapery and cleaning your windows. Replace worn out lampshades and insure your wattage of light bulbs are not too bright or too dull. Attention to lighting detail will provide a feeling of bright and happiness as the buyers walks through the home.



**Quick fixes** go a long way! Create a fresh and more up-to-date feel for your home by replacing handles, cabinet hardware, and a fresh coat of paint. Paying attention to detail, such as making sure all closets close properly or re-caulking the bathroom tub. Buyers will feel like they are getting a fully renovated house for half the cost!



**The Kitchen** is the number one room buyers pay attention to and remember about your home. Spend a little extra time and money on this room versus any other part of the house. This could be as far as replacing backsplash for a fresh new look to as small as replacing your old white outlet covers with stainless steel ones in the kitchen that may highlight the stainless steel appliances you already have. Some fresh flowers in a vase or the smell of baked cookies in the oven might just make that buyer feel like home!



**Easy to show** is also important! Buyers often set up tours at short notice for any time of the day. Being more flexible about visits opens your home up to every prospective buyer out there! Also, think about leaving the house when the house is shown so would-be buyers can feel free to move about without feeling like intruders and discuss the home's pros and cons honestly.



**Remove Your Pets** from the home while showing. Though you love your pet, some people do not like pets or homes that pets have lived in before. Make sure to hide doggie dishes or cat litter boxes from view. If having an open house consider giving your pet a little vacation at a pet retreat or a spa day at the groomers!

