

“Tips For Selling Your Home”

“No matter how many elements you have in your house, peoples’ eyes are drawn to negative features,” writes Martha Welb and Sarah Parsons Zackheim in Dress Your House For Success. “Buyers are inspecting- looking for clues to uncover hidden costs. Anxious to protect themselves, they seek reasons not to buy your house.”

A seller should try to remove those reasons.

Tips For Selling Your Home

Consider the curb appeal of your home. First impressions are important. Here is a checklist to consider.

Exterior Tips

1. Is the lawn trimmed and edged?
2. Are flowerbeds freshly mulched and cared for?
3. Would adding some decorative flowers or a door wreath increase the curb appeal?
4. Does your front door make a good impression?
5. Are outdoor lights polished and clean?
6. Are the windows washed inside and out?
7. Are window treatments arranged appropriately?
8. Are walkways attractive and in good shape?
9. Are house numbers attractively displayed and easily seen from the street.

Take a picture and be objective as you evaluate the appearance of your home. Sometimes simple, low cost solutions will make all the difference.

Interior Tips

You will want to view each room from the eyes of your potential buyers.

1. Consider arranging the furniture so that rooms appear larger and more open.
2. Remove knick- knacks, books, magazines or other objects that may create the appearance of clutter.
3. Place fresh flowers on the dining tables.
4. Be conscious of odors from dogs or cooking. Use candles, scented potpourri or incense to freshen the air. On the day you’re expecting a potential buyer, pop a batch of frozen cinnamon rolls or homemade bread in the oven for a great aroma.
5. Organize closets so that it appears that there is ample storage space.
6. Have a garage sale to eliminate unnecessary items. Use the money you earn to put some of your bulkier possessions in storage.