

Curb Appeal

Curb appeal is what people experience when they first pull up to your home. Landscaping is a relatively inexpensive addition that will increase your home's appeal.

What to aim for: the lawn is mowed and trimmed, there are flowers blooming in the garden (or at least in several strategically placed pots), the hose is neatly wound up, the trees are trimmed and healthy looking, and there are no toys, bikes, tools, etc., hanging around the yard.

Pre-Inspection

A pre-inspection might be a good way to launch a pre-emptive strike of sorts on your home – especially if you have some about the electrical work you may have done on your own or an addition you added but never had properly permitted or approved. If negotiating a new roof or new wiring or updated plumbing gives you the jitters, it's a good idea to be aware of it all beforehand and get it repaired before you put your home on the market.

Having a qualified professional pre-inspect your home will give you and the prospective buyers peace of mind – and could help speed up negotiations. Ask your REALTOR® or mortgage professional for some names of reputable home inspectors.

Those Little Extras

If you're willing to do a little extra, consider placing fresh flowers in several rooms of the house. One woman swears the pumpkin-pie scented candle she had burning whenever potential buyers came over sold the house. Another woman claims it was the fact the dining room table with her best china, along with a centerpiece and colorful napkins that sold her house. People said it was like walking into a model home.

If you're strapped for time, consider hiring professionals to get these things done for you. Whatever resources you can spare to prepare your home for sale will be worth the time, the energy, and the investment. Your home will sell faster and for more money than if you did nothing to improve its appearance and appeal.

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10 TIPS TO PREPARE YOUR HOME FOR SALE

WHAT YOU CAN DO TO HELP SELL YOUR HOME QUICKLY AND FOR THE BEST POSSIBLE PRICE

SCENA HOME STAGING

Because Beautifully Staged Homes Sell!



Spending a little time and perhaps making a small investment in staging can make a huge difference in selling your home for the best price in the shortest time possible. Follow these steps to get your home ready for sale:

Bathroom

Buyers love to see updated bathrooms. Updating your bathroom may be as simple as a new coat of paint and new faucet fixtures. If your bathroom doesn't need updating, make sure it sparkles – don't skip the corners where dust bunnies like to hide, or the soap dish where all that goo builds up.

Purchase a new colorful and coordinating towel set to hang out just for showings. Place a small wicker basket on the counter full of great smelling soaps. Include a vase of fresh flowers. Replace the shower curtain with something bright and inviting.

Kitchen

If your kitchen appears old and tired, replace cupboard doors or sand them down and paint them. Replace the doorknobs with stylish new ones. Redo the floor if it shows a lot of wear – note the traffic areas especially. If you (or your kids) used the countertops one too many times for a cutting board, you might have to replace them as well.

Clean all the clutter off the countertops. Make sure the sink is free of dirty dishes and the coffee pot is rinsed out before you leave each day.

Carpeting

Like fresh paint, new carpeting is one of the smartest upgrades you can make to your home. In general, the popular theory that it's just as effective to grant the buyers a carpet allowance or that the buyers will probably want to pick out their own carpeting just doesn't hold true for some reason.

Most buyers like to see brand new carpeting already installed and ready to go – so long as it's a neutral shade of white, beige, or light gray, they're happy. Besides – carpeting in a neutral color helps make the room look bigger.

Painting

Fresh paint is one of the most highly valued updates or improvements that buyers are looking for. It can certainly be one of the most inexpensive if you are able to do it yourself. Even if you have to hire a professional to do it, in many areas you may be able to recoup up to 100% of your investment. If selling your house quickly is a concern, a brand new paint job may very well tip the scales in your favor. Paint the inside, the outside, the trim, and the doors – especially the front door.

Windows, Doors and Trim

When potential buyers pull up to your house, one of the first things they'll see is the front door. Make it as inviting as possible. Wash it, paint it, or touch it up – whatever it takes to make it look in tiptop shape. Touch up or repaint the backboards on the inside and the trim on the outside. Attention to detail will make your entire house look well cared for – and make it much more marketable!

Clean Out the Clutter

Take all 57 dusty photos of the grand-kids off the piano and pack them away. You can get them out again when you move. Pick up the stacks of books, magazines, and newspapers and either put them away or throw them out. Tell your teenage son to take down the posters he has all over his bedroom. De-clutter each room and vacuum the carpets before you leave each morning. You will be amazed at how much bigger your rooms will look.

Lawn

Mow your lawn on a regular basis while your house is for sale. If you've already moved, it would definitely be a good idea to hire a lawn service to come and look over the yard once a week and make sure everything is watered properly, the weeds are pulled, and grass is mowed. What you'll pay for this is pennies compared to losing a sale on your house because the grass is knee high and 7,000 ants have moved in along your garage.