



Preparing Your Home To Sell



So you're getting ready to put your home up for sale soon? Here are a few tips that will put your home on the top of many buyers lists when they see it, which will help you in getting the maximum sales price in the shortest amount of time. You don't have to spend a lot of money either.



Clean and declutter your home thoroughly BEFORE you list it for sale. Anything you can live without for the next 3 or 4 months, go ahead and pack it up and put it in a storage locker or in the garage. After decluttering spend an entire day steam cleaning the carpets, mopping, vacuuming, dusting, bathroom sanitizing and touch up painting. You want your home to look as clean and as new as possible. A dirty and cluttered home will turn off buyers immediately.



Use a Scentsy Candle or other form of Air Freshener to keep your home smelling fresh and clean (especially if you have animals). Choose a scent that is not overpowering or offensive to others (something simple like baked cookies, vanilla, cupcakes, etc). Don't overdo it, just make it smell nice. The sense of smell makes a big impression on buyers.



If your home has not been painted in over 10 years you should seriously considering painting it or at least doing some touch up painting in the areas that are bad or damaged. If you have rooms that are painted with bright or overpowering colors you may want to repaint those rooms back to a neutral color like beige. Think about what a Model Home at a new home builder looks like and mimic that.



If your home needs repairs such as holes in the wall, rotten wood, non-functioning items, cracked tiles, leaky faucets, bulbs out, broken doors or windows, missing fence boards, non-working appliances or fans, damaged floors, etc. **FIX THEM!!!!** Hire experts to do the important things you can't do yourself, but make sure everything inside and outside the home is in good working order



The first impression a buyer sees is the outside of your home. Be sure that your yard is landscaped and well maintained. Keep your grass mowed and edged at all times. Put new mulch in your flowerbeds. Buy some new plants if the old ones are dead or the yard is too plain. Trim back overgrown bushes and trees. Use potted plants if necessary. Make the front entrance especially inviting but don't overdo it.



Make a list of all the upgrades or improvements you have made to the property in the past 10 years and put them in chronological order. Include things like the roof, flooring, appliances, paint, siding, A/C and Heat, water heater, countertops, cabinets, lighting fixtures, decking, landscaping, fencing, swimming pool, home security, windows, etc. Also list your utilities and what your High-Low-Average payments for each are. The buyer will want this information.

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