

How to get your house ready to sell

Pretend you are a buyer, go outside and open your front door. Stand there. Do you want to go inside? Is it inviting? What was your first impression? Do this exercise in every room and ask yourself "Does it welcome you?" BE HONEST! Imagine how your house will look to a buyer. Buyers decide within 8 seconds to buy your house or not. You need to create a great impression; you want the buyer to say "*I can see myself living here*".

Here are some tips to creating a great first impression and making a house appealing to buyers. It's all about getting organized to increase the chances of selling your home.

- Front entrance needs to be free and clear of shoes, clothes and other unnecessary knickknacks
- Remove family pictures and children art works
- Remove most of the books from bookcase – keep it very light
- Store half of your knickknacks and furniture
- Remove heavy drapes – Keep it light and neutral
- Let the sun shine in - Open you blind, keep it bright! – IT'S VERY IMPORTANT! People want a bright house
- De-clutter the hall closet and bedroom closet - It doesn't matter how big the closet is. If it looks crowded, the buyer still thinks it's a small closet.
- Patch holes in walls.
- Fix leaky faucets.
- Replace burned-out light bulbs.
- Clean out cobwebs.
- Re-caulk tubs, showers and sinks and polish chrome faucets and mirrors.
- Clean out the refrigerator - Remove all pictures and magnets
- Vacuum daily - Keep the floors free and clear of personal belongings!
- Dust furniture, ceiling fan blades and light fixtures.
- Replace worn rugs.
- Hang up fresh towels. - Bathroom towels look great fastened with ribbon and bows.
- Replace the bar soap in bathroom with liquid soap
- Add air fresheners throughout the house – No one likes a stinky house!
- Consider painting your walls neutral colors
- Clean windows – repair/remove window screens – store it in the garage

Congratulations!! You have completed the first step of getting your house ready to sell. Now it's time to stage your home to create a soothing mood and pizzazz!

