

# TIPS FOR SELLING YOUR HOME QUICKLY

Before you list your home there are a few minor touch ups that can go a long way towards making favorable impressions on potential buyers.

1) Clean, clean, clean. Dust all areas including ceiling fans, fireplace mantel and ceiling fan blades. Make sure bathroom shine as well as all of your windows.

2) Pay attention to smells. Don't cook bacon or fish the day of a showing. Place air fresheners throughout the home. Wipe down the countertops with Lysol to give a clean smell when they walk in.

3) Clear out the clutter. You want buyers to focus on how nice your space is. Get rid of the pile of shoes at the entry, the stack of mail on the counter, clear off the desk in the office, and pick up that laundry.



4) Repaint the walls a neutral color. As much as you love your vivacious color in the dining room or bedrooms, it could turn off many buyers who just can't see past it. Neutral colors make it easy for a buyer to picture themselves living there.

5) Keep the Décor Simple. Get rid of unusual pieces and keep it simple such as a landscape painting. Your Zebra couch may need to have a slip cover.

6) Get rid of personal items. Buyers want to be able to envision themselves in your home. Remove anything overly personal, like family photos in the hallway or your kid's artwork on the fridge.

7) Light and Bright! Open up all windows to let in natural light and floor or table lamps to areas that are dim. A bright, cheery room looks bigger and more inviting.

8) Bring nature inside. Potted plants or a few buds in a vase can help bring color and energy into the room, or even fill in empty corner. Just make sure that the plants are in good health and bug free.

9) Get rid of Bulky furniture. Your furniture should fit the scale of the room; if it's oversized it makes your room look smaller.



10) Organize your closets. Storage space is a huge selling point, and if your closets are stuffed and disorganized buyers will think you don't have enough closet space. Invest in some boxes and dividers and other solutions that will help you with the appearance of organization.

11) Minor repairs go a long way. Fix that leaking faucet, tighten loose door knobs, and paint over scuff marks on the wall. Take care of all those little things you have been meaning to do.

12) Give each room a purpose. That spare bedroom you use as an office/guest room/dumping ground won't help sell your home unless you show buyers how they can use it themselves. So pick a use - office, guest room, craft room, and clearly stage the place to showcase that purpose.

13) Turn the bathroom into a spa. Create a feel of relaxing, luxurious bath for less than \$30. Stack a few pretty washcloths tied with a ribbon, add some scented candles and faux plants. Buy bathmats and towels in coordinating colors and tones such as light green, blue and white. Close the toilet lid; when it comes to showing or simply photography this can make a huge difference.



14) Highlight focal points. Draw buyer's eyes towards any special feature with bright colors or accents like plants. A bright color throw pillow can draw a buyer's attention to that lovely window seat. A striking fern on the mantel can show off your fireplace.

15) Kitchens. Keep your counter tops clear of clutter. Cabinets should be well organized and not overstuffed. Polish your appliances give a crisp clean look.

16) Curb appeal. Don't spend all your time indoors. More than one buyer has decided not to enter your home because their first impression was of a poorly landscaped yard. Make sure that you mow, trim your shrubs, weed your flower beds, fix any peeling paint, and keep walkways clear. Just by adding a row of potted plants along the walkway or a cheerful wreath on the front door can make a big difference

