

10 Tips for Selling a Home

Careful planning and knowing how to professionally stage can help your home bring top dollar.

1. **Disassociate Yourself With Your Home.** Your home is now -- a product to be sold.
2. **De-Personalize.** Pack up personal photographs and family heirlooms. Buyers want to imagine their own photos on the walls.
3. **De-Clutter.** Pack up those knickknacks, clean everything off kitchen counters, put essential items used daily in a small box that can be stored in a closet when not in use. This can prepare you for a short-notice visit from a potential buyer.
4. **Rearrange Bedroom Closets and Kitchen Cabinets.** Buyers will open closet and cabinet doors. When a buyer sees everything organized, it implies you probably have taken good care of the rest of the house as well.
5. **Rent a Storage Unit.** Almost every home shows better with less furniture. Remove pieces of furniture that block or hamper paths and walkways and put them in storage. Remove extra leaves from your dining room table to make the room appear larger. Leave just enough furniture in each room to showcase the room's purpose and plenty of room to move around.
6. **Remove/Replace Favorite Items.** If you want to take window coverings, built-in appliances or fixtures with you, remove or replace them now.
7. **Make Minor Repairs.** Replace cracked floor or counter tiles, patch holes in walls, fix leaky faucets, fix doors that don't close properly and kitchen drawers that jam. Consider painting your walls neutral colors, and finally, replace burned-out light bulbs.
8. **Make the House Sparkle.** Wash windows inside and out, clean out cobwebs, re-caulk tubs, showers and sinks, clean out the refrigerator, vacuum daily, dust furniture, ceiling fan blades and light fixtures, bleach dingy grout and clean and air out any musty smelling areas. Odors are a no-no.
9. **Scrutinize.** What do home buyers see when they walk in? Make your house welcoming to the new buyer. Examine carefully how furniture is arranged and move pieces around.
10. **Check Curb Appeal.** If a buyer won't get out of the agent's car because they don't like the exterior of your home, you'll never get them inside. Keep the side walks cleared, mow the lawn, paint faded window trim, trim your bushes and make sure visitors can clearly read your house number.

