

DRESS

YOUR HOUSE FOR SALE



Prepare your home for sale to bring you more money and sell in less time!



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TIP #1 PAINT THE WALLS

NEUTRALIZE YOUR HOME FOR BUYERS

Buyers have a tough time visualizing themselves living in a home that has a different design scheme than they're used to. So make it easy for buyers by giving them a neutral color palette to work with. Fresh paint will also brighten the home, make it appear new, and mask any offensive smells.



TIP #2 CREATE MORE SPACE

OPEN FLOOR PLANS ARE IN

Anything that opens the space and creates a sense of flow in the house is generating a response from buyers right now. Just by rearranging or removing large furniture pieces, you can really modernize the look and feel of your home.



TIP #3 HIRE A GARDENER

CURB APPEAL COUNTS

Mow the lawn, trim the shrubs, and cut the trees. Unsightly curb appeal can easily lower the perceived value of your home. A \$400-\$500 investment in landscaping can yield four times that!



TIP #4 DEFINE THE SPACE

REMOVE ALL QUESTION MARKS

Undefined spaces create doubt in the mind of a buyer. And doubt can kill a sale before it even starts. Instead, make sure that all spaces are clearly defined. Remove the treadmill from the living room, convert the office back into a bedroom, and hide the toys that have been playing in the dining room.



TIP #5 REFRESH BATHROOMS

BATHROOMS CAN BE DEAL BREAKERS

It may not be economical to do a full bathroom renovation. However, it is possible to spend a few hundred dollars on a bathroom refresh. Replace frosted glass with clear glass, clean the grout, remove rust stains, apply fresh caulk, update doorknobs, replace faucets, and install a low-flush toilet.



TIP #6 SPRUCE UP FLOORS

THE FIRST THING A BUYER WILL NOTICE

Broken tiles and squeaky floor boards can be fixed easily and make a huge difference in a buyer's impression. Remove worn or stained wall to wall carpeting and sheet vinyl flooring. Instead, opt for hardwood engineered hardwood, or vinyl plank or vinyl tile flooring, if the budget allows.



TIP #7 HIRE A HANDYPERSON

BASIC MAINTENANCE GOES FAR

Repair leaks, replace rusty rain gutters, inspect the furnace, caulk the corners, replace the drawer pulls, and weed the flower beds. These kinds of repairs go a long way toward value.



TIP #8 REPLACE LIGHTBULBS

SHOWCASE YOUR HOME IN A POSITIVE LIGHT

Buyers want to see a light and bright room. It has an immediate impact on their perception of the home. Changing your lighting to be consistent throughout the house will have a big impact for not a lot of money. Where needed, changing the light fixture itself may also be necessary.



TIP #9 DECLUTTER

KEEP ROOMS SIMPLE AND SPACIOUS

Keep countertops clear in the kitchen and bathrooms except for key decor items. Remove excess items, particularly if they are large. A decluttered space looks larger and allows buyers to imagine their own furnishings within the space. When they start to envision how they would decorate the space it's game over!



TIP #10 DEPERSONALIZE

PREPARE YOUR SPACE TO BECOME SOMEONE ELSE'S

This goes hand-in-hand with decluttering. By depersonalizing you are creating a space for potential buyers to see themselves living in the home. Keeping a space warm and inviting is key to creating an environment for buyers to see it as their new home.



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