

# 29 Tips

## FOR SELLING YOUR HOME FASTER

Ask for help to see your home from a buyer's point of view. Ask someone who can be objective and honest, or give honest advice on their impressions of your new home.

A real estate agent is a good choice.

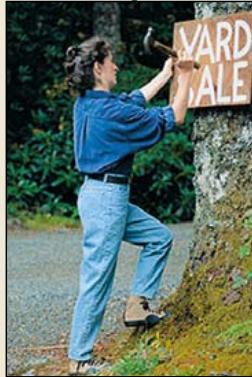
- Stimulate buyers' imaginations by setting scenes throughout the house, such as a chess game in the corner of your family room.



- Create a spacious feeling while showing your house; open all doors fully.
- Use folded quilts, bright colored pillows and fresh flowers to draw attention to the positives.
- A bright colored umbrella on the deck invites buyers to use the backyard.
- Disguise unsightly views. Remove dark, heavy drapes and replace with light

sheers; let breeze blow in and move sheers.

- Place 3- to 4-inch glass shelves inside window frames for reflective quality. Never block light, and never apologize for a bad view.
- Eliminate bad odors. Breathe fresh outside air, then go indoors and hunt down offensive odors. Use Lysol, potpourri, carpet fresheners, deodorized cat litter, and cedar chips or blocks in your closets.
- Keep front door area (inside and out) clean and uncluttered. Buy a new door mat (avoid mats with cute sayings), clean brass door knockers, and place potted flowers on front porch. Color is important.
- Avoid eccentricities such as beads in doorways, wild posters, dark walls, mirrored ceilings, scared temples, etc. Your house must appeal to masses.



home visible from the exterior- keep windows clean, screen doors open, lights on.

- Hold a garage sale before listing your home to make certain that all storage areas, closets, and the basement and garage are uncluttered and spacious.
- Find the fine line between clutter and emptiness.
- Make the interior of your

- If possible, put a swing on the porch with colorful pillows.
- Place photos of your family enjoying the home in three different places around the house.

- Make sure the entry level floor makes a good first impression.

- Clean out the closets nearest the front entryway; make it appear spacious, with empty hangers for plenty of winter coats.

- Highlight the fireplace if you have one. Add color by putting flowers on the mantle, or have a fire going if the weather is cool enough.



- Stand about 30 feet outside the front door and evaluate the feeling you get from looking at your house. It should be warm, inviting and feel like home.

- Set the dining room table. Make it emotional (homey) and appropriate for the time of day if possible.

- Make sure all windows are crystal clean.

- Create extra counter space by storing appliance, dish racks, dish soap, etc.

- De-personalize teenagers' rooms; not everyone has teens or likes their taste in decorating.

- Have fresh flowers in the house to give a feeling of life in the home.

- Increase the wattage of light bulbs in the basement and laundry room.

- Add a neutral coat of fresh paint.

- Have the carpeting professionally cleaned.

- Leave your house during all showings.

- Board any pets, or take them with you during showings.

