

# ELEVEN SIMPLE THINGS THAT CAN HELP YOU SELL YOUR HOME

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The concept is simple. You have to eliminate as many reasons as possible for buyers to pass you by. Make the house look bigger, brighter, clean, and problem free. In turn, you will find a buyer that will be willing to pay full market value for your home.

- 1) **SPIFF UP EXTERIOR:** Take care of the lawn, the landscaping, keeping the front steps and driveway pressured cleaned, even adding on some decorative plants. All of this is designed to create a good first impression.
- 2) **ADD EXTERIOR LIGHTS:** More often than not, if somebody is thinking about buying your home they will drive up at night. You want your home to be presentable and look good.
- 3) **SPOTLESS FRONT DOOR:** Make sure it is freshly painted and free from all stains. Get a shiny new handle. Make a good first impression.
- 4) **TOUCH UP PAINT:** Door frames and doors outside. Change the color paint to neutrals or beige. Avoid deep or bright colors such as blue, red and the like. Bright colors usually detract rather than attract buyers.
- 5) **DE-CLUTTER:** Declutter the house, pick up, tidy up, in selling a home makes a huge difference. Do so even in your refrigerator—get rid of all magnets, calendars, kids artwork and the like. It sounds easy, but it is going to take a couple of Saturdays, a couple of Sundays and some determination to really declutter your home. The good news is that if you are hiring me to sell your home, you have to do this anyway. You are moving!
- 6) **RE-ARRANGE FURNITURE:** If possible, make the house look bigger.
- 7) **DEEP CLEAN:** Scrub everything, get all the dirt and grime out of there, and once you do that you have to stay on top of it.
- 8) **PLACE AIR FRESHENERS:** At least three. One by the entrance, one by the kitchen, and another one by the master.
- 9) **STRAIGHTEN UP THE GARAGE:** Throw away what you don't need, reorganize what is left. Create a sense of space and cleanliness there.
- 10) **KEEP THE A/C AT 73.** Specially during summer, you must showcase the functionality of your air conditioning unit. This is a very big issue for most first time homebuyers.
- 11) **BUY A INSPECTION:** It will cost you a little bit of money, \$200-\$300 dollars, but it will uncover every issue you have in your house. That way, there are no nasty surprises down the road.