

Proven Selling Factors

Un-cluttering

This activity will make every room in your home look larger and feel neater. If a home is cluttered, buyers often have trouble imagining themselves and their belongings in it. By simply removing or storing things you do not need, you will create a roomy, comfortable feeling that is inviting to prospective buyers. If in doubt, throw it out, sell it or give it away!

Cleaning

By giving your home a good thorough cleaning, you make it much easier for buyers to explore and also creates the feeling that your home has been well cared for. Ensure every room smells as good as it looks, and pay extra attention to pet areas, nurseries and bathrooms. Some fresh paint and a one-time professional cleaning service can make your home look like new!

Repairing

Fixing small items around your home will eliminate any buyers' objection before they arise. If you think something may be too much trouble to fix, chances are, a buyer will too! Don't forget, buyers tend to think repairs cost much more than they actually do.

Harmonizing

This process will help buyers to see their personal belongings in your house and allow them to picture themselves living there. A neutral paint color, décor and carpeting can create a home for any lifestyle. By removing any distracting colors and accessories, buyers are able to concentrate on positive impressions.

Enhancing

Look in magazines and catalogs for ideas on how to make your house more memorable and stand out. Since your home is competing with many others on the market it should have some kind of distinguishing features. From the front door to the basement, from fresh flowers to fresh smells, these are finishing touches!

It's Showtime!

Identify jobs and assign them to make this last step quick and easy. You should plan a fun or productive activity for you and your family away from your home during showings.