

Tips to Help Your House Sell Faster

First Impressions: One of the most important factors to contribute to the quick selling of a home for the asking price is the first impression. Repair and paint things before your house goes on the market. The following suggestions are some of the ways you can prepare your house for sale.

1. Start with curb appeal. Be sure the front of your house and its trim appear freshly painted. Put out a new doormat. Clean and polish brass hardware. Plant blooming flowers at the front or add potted flowers around the front entryway. The front entry floor should be sparkling clean with porch and steps swept daily. Store toys, bicycles, and gardening equipment out of sight. Keep your front porch light and any other exterior lighting on after dark.
2. Clear out the clutter. Clutter can be too much furniture, overfull closets, crowded kitchen and bathroom countertops. Clutter is also considered to be family photos and collectibles on display. Don't use your garage, attic, or basement to store extra things; buyers want them to be spacious, too. A neat house will seem larger, and prospective buyers will be able to "move in" mentally.
3. Notice the floors. Is the carpet a neutral color? Have the carpets cleaned. If the carpet is worn enough to cause hesitation to the sale, consider replacing it or offering an incentive for a buyer to do so. Rearrange furniture if necessary to make rooms appear larger. Clean tile floors, wax wood and linoleum floors.
4. Clean the windows. All windows must be crystal clean and clear. Neutral window treatment colors are important, simple lines are best and cleanliness is important. Point out energy-saving windows and coverings.
5. How are the walls? Dirty walls are rarely appealing to potential buyers. Paint or touch up the paint on the walls before the home goes on the market. Doors, windows and other trim areas need the same level of attention.
6. Bad odors can kill a sale quickly. Pet and cigarette odors may not bother some, but others will not like the odors at all. Empty trash cans, recycling bins and ash trays at least daily. Cleansers can make the home smell fresh, but be careful not to overwhelm. Deodorize cat litter and scoop litter daily. The sense of smell can also be used to your advantage. Fresh baked cookies are irresistible!

7. Everything should be in good repair. Replace any burned-out light bulbs. Repair any leaky faucets and inoperable appliances. Replace any cracked windows. Fix any holes in walls or stained ceilings. While the repairs may be minor, the impact of things not fixed can be major.
8. Kitchens and baths require special attention. They must be clean and odor free. A fresh coat of paint might be the best answer. Create counter space by storing away extra appliances, dish racks, soap dishes, etc. Also remember to remove magnets from your refrigerator.
9. Prepare your home for showings. Let the light in by opening blinds and curtains. Turn on every light in the house. Increase the wattage of light bulbs in the laundry room, kitchen and bathrooms. Make sure that table tops, dressers and closets are free of clutter. Put out your best towels. Make up all the beds. Set out a vase of fresh flowers. Light a fire on cold days and set out some tea and teacups to enhance the feeling of warmth. If your home looks and feels cozy, buyers will respond.
10. Happy Selling!