



Every seller wants to sell quickly and for top dollar, but it's not luck that makes it happen. If you want buyers reaching for their checkbooks you will need to prep your home following these easy guidelines:

Disassociate Yourself From Your Home

Realize this will not be your home soon and start detaching your emotions from the house, think of it as any other commodity on the market, like a box of cereal at the grocery store. Picture yourself handing over the keys to a new owner and moving forward with the next chapter in your life, never looking back!

De-Personalize

Pack up the family photos, heirlooms and souvenirs. If you want a prospective buyer to visualize themselves living in your home then make it easy for them to do so. Prospective buyers can't see themselves living in a home if all they can see is you, so remove all of the distractions. When a buyer leaves your home you don't want them remembering you and your things, you want them remembering the house and considering their life in your house.

De-Clutter

We all live in high density homes, surrounded by all of our belongings, things that are important to us. Let's face it, over the years we collect a lot of junk! If you have not used something in over a year, then consider whether you really need it, if you don't then sell it, give it to charity or throw it away. If you decide you do need it, then pack it up because if you have not used it for at least a year then you probably won't need it during the time your house is on the market. Pack up all those knick knacks, especially from bathroom and kitchen counters, they need to shine! Think of this process as getting a head start on the packing process, everything you pack now won't need to be packed during crunch time.



Tidy Up Those Closets And Cabinets

Buyers like to snoop around, so be sure you remove all belongings that you don't want them to see. When they do peak into a cabinet or closet be sure they like what they see. If they see a mess, they will draw the conclusion that the home has not been well maintained and there is probably lots of deferred maintenance. If they like what they see they are less inclined to worry about the condition of the home and assume the home has received lots of TLC.

Consider Renting A Storage Unit

Almost every home shows better with less furniture. Remove pieces of furniture that block or hamper paths and put them in storage. If you can't rent space then use the garage as a last resort, buyers are more forgiving of a cluttered garage. If you packed away knick knacks in display cabinets, remove the cabinets as well. Remove extra table leaves so the dining room will show larger. Above all, be sure that each room's purpose is well defined, you don't want a prospective buyer trying to figure out what the room is used for anyway.

Remove and/or Replace Favorite Items

If you have items in your home that will not be included with the sale of the house then consider removing them. If a buyer does not see your grandmother's antique chandelier they will never ask for it and it will never become a deal breaker. If you remove items such as window coverings and fixtures, be sure to replace them with something appropriate so your house will compare favorably with other properties on the market.



Make Minor Repairs

Chances are your buyer will want your home inspected by a professional. Every repair you make beforehand will be eliminated from the inspectors list of repairs; thereby saving you time, hassle and most of all money! Don't let deferred maintenance cause a buyer to want to either back out of the deal or to re-negotiate the purchase price downwards. Replace cracked floor or counter tiles, re-caulk tubs, showers and sinks, patch and repaint holes in walls, fix leaky plumbing fixtures, repaint that purple wall that matches your designer pillows that you plan to take with you, replace burned out light bulbs and freshen up bed and bathroom linens so your home sparkles! Don't give buyers any reason to remember your home as "the house with the orange bathroom".

Clean Inside And Out

A home should look and smell clean so it gives a positive first impression. Wash windows inside and out; rent a pressure washer to spray down the exterior; polish all chrome fixtures; vacuum frequently; dust furniture, ceiling fan blades and light fixtures; replace worn rugs; hang fresh towels and consider fastening ribbons or bows for a designer look. Above all, be sure to clean and air out musty smelling areas, odors are a big no-no.

Scrutinize

Go outside and open your front door. Stand there for a few minutes. Do you want to go inside, is your home inviting? Linger in the doorway of every single room and imagine how your house will look to a buyer. Carefully examine how furniture is arranged and move pieces around until it makes sense. Make sure window coverings and wall hangings are level. Examine each room for its pizzazz level, make adjustments as necessary.



Check Curb Appeal

If a buyer won't get out of the agent's car because they don't like the exterior of your home, you'll never get the buyer inside. Keep walkways clear, the lawn mowed, bushes trimmed and flower beds weeded. Be sure to repaint where needed, especially faded window trim. When seasonal, plant bright flowers that are welcoming, or place flower pots in a group. The color yellow is especially appealing to buyers. Lastly, be sure visitors can clearly read your house number so your house is easy for them to find!