

To getting your home ready to sell

1) **Have Your Home Inspected**

When you sell your home, the buyer will be given the right to have your home inspected. Therefore, it is a good idea to inspect the property beforehand so that you know what to expect.

A good inspection will include appliances, plumbing, septic, electrical, heating and air systems, roof, and foundation. If possible, make the necessary repairs suggested by your inspector before putting your home up for sale and before having it appraised.

2) **Decide How Much To Remodel**

Things that are easy to fix should be fixed before selling a home because they always pay off. But what about big remodeling? What is worth it and what should you sell “as is”?

In general, buyers want a home that is move-in ready and up-to-date. They don't want to be plagued with maintenance issues when they are handed over the keys to their new home. Here are a few things to consider that are usually worth your time and money:

- **Floors:** If your home has hardwood floors covered by carpet, have the carpet removed and the floors refinished. If you don't have hardwood, replace the carpets with a light tan because a neutral color is best for resale. Finally, if you have tile flooring, replace anything that is chipped or cracked, and clean or replace the grout.
- **Ceilings:** Potential buyers look at ceilings to see if there are any signs of a leaking roof or bad plumbing. If you have any cracks or stains, cover them with a new coat of paint.
- **Walls:** Fresh paint is a very cost effective improvement. Always paint the walls in a neutral color. If you have wallpaper, take it down and then repaint, and remove any wood paneling.
- **Kitchen:** Be sure that your counters are stain-free and your sinks and faucets look shiny and new. Cabinets and appliances are expensive to replace, so don't do this if you don't have to. But, keep in mind, dated kitchens don't sell, and studies have shown that kitchen remodels return on investment is 100%. If you can't afford new cabinets, consider resurfacing them and replacing the hardware.

- **Bathrooms:** Just as with a kitchen, bathroom remodels recoup 100%. If your bathroom is looking a little too worn-in, new floors, fixtures, and lights will help you sell your home for more.
- **Roofs:** If your roof needs replacing, do it before you try to sell. Buyers shy away from buying a home with a bad roof.

3) **Deep Clean Your Home**

A clean home that sparkles from floor to ceiling will help your home put its best foot forward. Focus on the kitchen and bath, as well as windows and floors. Also, look at those areas you rarely clean like baseboards and blinds. Consider hiring a professional to help since this step is key to selling your home.

4) **Stage Your Home For Sale**

Home staging is simply means preparing your home for sale by making it appealing to potential buyers. If your home is well-staged, it will sell more quickly and for more money.

- Increase your curb appeal. Before coming into your home, many buyers will do a quick drive-by. Power wash the siding and sidewalks, wash the exterior windows, stain the front porch, mow the lawn, and plant fresh flowers.
- Declutter the interior. Removing all the clutter from your home may mean that you need to store some of your things off-site. Areas to declutter include surfaces, bookshelves, cupboards, and closets.
- Give each room a clearly defined purpose. Turn your spare room into an office or exercise room or even a guest bedroom. If you don't have furnishings, borrow some from friends, buy something inexpensive, or rent furnishings.
- Depersonalize your home. You want potential buyers to be able to see your home as their own home. Take down any family photos and replace them with generic wall hangings. In the bathroom, always put your personal care items in the cupboards. Try to make your home feel like a model home for a new community—pretty but impersonal.

Get rid of pet odors. If you have pets, make sure you steam clean your carpets before putting your home for sale. Keep your pets and their toys out of site during showings. Consider hiring a home stager. The Real Estate Staging Association found that homes that are staged spend 81% less time on the market and receive higher offers. Hiring a home stager may well be worth the price. A professional will look at your home from top to bottom and point out things that you might miss. Additionally, they often have furniture, artwork, and other items to use to enhance your home.

5) **Keep Your Home Tidy**

During the time your home is for sale, you need to keep it clean and ready to be shown. This means taking the time each morning to make the beds. It also means putting away your grooming products, keeping the kids' toys picked up, and keeping your kitchen spotless.

It may seem like a hassle, but you would hate for your real estate agent to show your home to a potential buyer, only for them to see a mess instead of a beautiful home.

6) **Leave Your Home During Showings**

You may be tempted to stick around your house during showings to hear what the potential buyers have to say. However, it is far better for you and your family to leave during showings. Lurking in the background will make the potential buyers feel uncomfortable.

They may not ask questions and will simply take a quick look around and then move on to the next house.