

Getting Your Home Ready for Market

Residential real estate sales often result largely due to emotional reasons. It is difficult for owners to separate the house, i.e. the brick, mortar and timber from their memories of the life they have lived in their home. For this reason, it is often difficult for owners to objectively evaluate their home. You should look at your property with an extremely critical eye since this is how buyers will judge your property.

Remember, the first impressions are lasting impressions! Therefore, see to it that the exterior of your home is inviting by following these guidelines

1. The lawn should be trimmed, the sidewalks edged, and the yard cleaned. If the season is suitable, the flowerbeds should be cultivated and flowers blooming.
2. Touch up anything that needs it.
3. Consider the value of a quick coat of exterior paint.
4. Make sure there are no toys or animals in the front yard during buyer showings.
5. Have porch furniture attractively placed.
6. Check your doorbell to make sure it rings.

The interior of your home is equally important. Be critical of your property, since the buyers will be. Do not hesitate to make small inexpensive repairs. Also, always have your home neat and tidy. Your goal is to create the impression of a relaxed, family environment.

1. Unless the interior of the home is completely run down and in bad repair, decorating merely makes the home more salable; it almost never increases the purchase price.
2. Give special attention to the kitchen and bathroom as these rooms sell more homes than anything else.
3. Windows should be sparkling clean and walls unmarred. Carpets should be cleaned.
4. Fix leaky faucets, loose doorknobs, sticky drawers and warped cabinet doors.
5. Remove all unnecessary material from the attic and basement to show off their full storage and utility space.
6. Keep stairways clear to avoid cluttered appearance and possible accidents. Keep all rooms clean, bright and neatly arranged.
7. Turn on lights in dark rooms and open the blinds or window treatments. Depending on the season, have fire in fireplace and outdoor grill ready to use.
8. Clear counters and other areas of as many of your personal items as possible.

Remember, your goal is to assist the buyer in visualizing what the home would be like with their belongings, not yours.

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