

What You Can Do To Help Your Home Sell

When preparing to put your home up for sale, your first concern is the exterior. Great 'curb appeal' can entice potential buyers to want to see what's on the inside. Keep the lawn and landscape nicely manicured. Trim the bushes and, season permitting, plant some flowers. Be sure your entry has a "Welcome" feeling. Sweep away those relentless cobwebs. A fresh coat of paint on the front door can really brighten the look.

Of all the rooms inside your home, pay special attention to the kitchen and bathrooms. They should look as modern, bright and fresh as possible. It is essential for them to be clean and odor free. A fresh coat of paint just may do the trick. Have any leaky faucets taken care of. A call to a plumber is a wise investment. Since you want your home to look as spacious as possible, rearrange or remove any excess or very large furniture.

Clean or replace dirty or worn carpets.

Make sure that tabletops, dressers and closets are free of clutter. Resist the urge to use your garage, attic, or basement to store these extra things. These areas also need to have the impression of space. Put the items in storage.

Make sure walls and doors are free of smudges and look for anything that might indicate a maintenance problem, such as cracked windows, holes in the wall or stained ceilings. Have any of these conditions taken care of as if you were to be the new homeowner.

When a showing is scheduled:

- Clear off all counter tops
- Make the beds
- Open all drapes and blinds, turn on lights
- Put pets in crates or take them to a neighbor
- Clean up the dishes
- Set out "show towels" in baths
- Put on soft music
- Burn wood in the fireplace on cold days (or turn on gas logs), otherwise, the fireplace should be clean

Always look at your home from the buyer's point of view. Be objective and honest.

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