

Tips to Increase the Market Value of Your Home and Increase Your Chances of Making a Quick Sale

In today's real estate market, it's important to ensure that your home is ready for sale. Buyers have surprisingly little imagination and want to be able to move in their clothes and furniture and declare their new home "perfect." Look at your home as a stranger would and clean, repair or replace anything that even remotely would turn a buyer away. Here are more tips:

Tidy up the grounds, the porches and garage. Weed flower beds and keep the lawn trimmed and edged. Make sure that your yard is clean of refuse.

Your front door gives a vital first impression while a realtor and prospective buyer wait up to a full minute for the front door to be opened. Make sure the paint is fresh and the porch has been recently swept. Pick up the old newspapers and advertisements. Keep the eaves free of cobwebs and bird/wasp nests.

If you have old, dingy light fixtures, especially on the exterior of your home, consider taking them down and spray painting them. It is an inexpensive way to freshen them up.

Clean, clean, clean.....and then clean some more! Wash windows inside and out, clean cobwebs and dust bunnies out of corners, dust baseboards, wash curtains and bed skirts, power wash driveways, porches and decks, perform basically spring/fall house cleaning duties.

Keep room décor subtle and neutral. Use select accessories to add punch and color. Pack away collections. They'll need to be packed anyway, and buyers can be turned off by too much "stuff" sitting around.

Go through your closets and pack away items that won't be needed in the next few months like extra linens and towels. Buyers don't want to open a closet and have stuff fall out onto them.

Odors in your home will turn off a buyer quicker than anything. Request that smokers light up outside and toilet your pets often. Don't use too much air freshener or Scensies, however. It makes buyers wonder what you're covering up.

\$25 worth of paint can freshen up a room and result in a much higher sales price. Use flat or eggshell paint. Semigloss and gloss paint highlights and magnifies imperfections.

Bathrooms and kitchens help sell homes, so make these rooms sparkle! Buy fresh towels for bathrooms, then don't use them! Clean everything thoroughly, wipe out drawers. Replace caulk around tubs and clean grout between tiles. Clear the kitchen counters off to create the impression of more counter space, pack away appliances and items that are not used frequently, face canned goods and spice jars. Clean out that junk drawer!

Make sure your thermostat is set at a reasonable temperature. Buyers won't linger and look for long if they're uncomfortable.

If you have photos of your home while in a different season or maybe pictures of the construction of your home, put them in a small album and leave them out for potential buyers.

All of these items help create an image in a buyer's mind of a well-maintained, lovingly cared for home that's organized, clean and fresh. Now, go clean something and let's get your home sold and get you moving on!