

Increasing Your Home's Value

When selling your home, remember the importance of first impressions. Most homebuyers in today's market are comparative shoppers. With a little time and effort, you can increase the perceived value of your home. Preparing your home for sale can include simple things, such as ensuring that your home is clean, airy, uncluttered, light, fragrant, and quiet. Below are some quick and easy things you can do to make your home more appealing to potential buyers.

Curb Appeal

It is estimated that more than 50% of homes are sold before the buyers even get out of their cars. Stand across the street from your house & review the curb appeal.

- Mow & water lawns
- Seed bare spots in lawn
- Sweep walkways
- Remove toys & pick up any litter
- Prune shrubs, weed flower beds, & rake leaves
- Repair any broken fences, planters, trellises, or walls
- Plant shrubs or install fencing to block unpleasant views

Exterior Maintenance

Again, remember the importance of curb appeal. A well maintained home on the outside gives the buyer the initial impression that the home is well maintained on the inside as well.

- Paint or varnish doors; polish door hardware
- Paint or replace street numbers on house
- Clean/wash siding, windows & screens, AC unit, & pool
- Repair or paint siding, trim, gutters, shutters, glazing, & window frames
- Clean oil stains from driveway & garage
- Make sure all lighting is working
- Repair leaky faucets; deodorize septic tank
- Straighten woodpile; clean around trash cans

Garages, Carports, & Sheds

- Keep areas clean & uncluttered
- Replace burned out lights
- Clear away cobwebs
- Remove oil stains from floors
- Lubricate, adjust, or repair garage door
- Organize & put away tools

Interior Maintenance

On the inside, remove as much clutter as possible. Hire professionals to do a deep cleaning. Cleanliness is a sign to buyers that the home has been well cared for.

- Clean & vacuum carpets
- Replace worn carpet; use area rugs where needed
- Apply a fresh coat of paint
- Wash curtains & draperies
- Lubricate window slides; make sure doors close smoothly
- Clean ceiling fans & light fixtures
- Clean & organize closets & cabinets
- Check for cobwebs in all corners

Kitchens & Bathrooms

Overall, kitchens & bathrooms should be spotless. These two rooms alone can sell a home. Cabinets should be neat and organized. Neutralize odors & clean all mold & mildew.

- Clean all appliances inside and out
- Replace all light bulbs
- Clean floors & light fixtures
- Deodorize disposal, dishwasher, & refrigerator; repair leaky faucets
- Test all electrical outlets
- Unclutter kitchen counters & cabinets
- Clean shower door or replace curtain
- Put out fresh towels on towel racks
- Remove soap residue & lime deposits from sink, shower, & bathtub
- Make sure toilet flushes properly

Create Atmosphere

- Turn on all lights; open drapes
- Light candles & put out fresh flowers
- Play quiet background music
- Be absent during showings & keep pets outside
- Turn on air conditioner or heater