

TIPS FOR SELLERS

Disassociate Yourself With Your Home.

Make the mental decision to "let go" of your emotions and focus on the fact that soon this house will no longer be yours. Don't look backwards -- look toward the future.

De-Personalize.

Pack up those personal photographs and family heirlooms. Buyers can't see past personal artifacts. You want buyers to imagine their own photos on the walls, and they can't do that if yours are there! You don't want to make any buyer ask, *"I wonder what kind of people live in this home?"* You want buyers to say, *"I can see myself living here."*

De-Clutter!

People collect an amazing quantity of junk. Consider this: if you haven't used it in over a year, you probably don't need it. If you don't need it, donate it or throw it away. Remove all books from bookcases. Pack up those knickknacks. Clean off everything on kitchen counters.

Rearrange Bedroom Closets and Kitchen Cabinets.

Buyers love to snoop and will open closet and cabinet doors. If a buyer sees everything organized. It says you probably take good care of the rest of the house as well.

Rent a Storage Unit.

Every home shows better with less furniture. Remove pieces of furniture that block or hamper paths and walkways and put them in storage. Since your bookcases are now empty, store them. Remove extra leaves from your dining room table to make the room appear larger. Leave just enough furniture in each room to showcase the room's purpose and plenty of room to move around.

Remove/Replace Favorite Items.

If you want to take window coverings, built-in appliances or fixtures with you, remove them now. If a buyer never sees it, they won't want it. Pack those items and replace them, if necessary.

Make Minor Repairs.

Replace cracked floor or counter tiles. Patch holes in walls. Fix leaky faucets. Fix doors that don't close properly and kitchen drawers that jam. Consider painting your walls neutral colors, especially if you have grown accustomed to purple or pink walls. (Don't give buyers any reason to remember your home as "the house with the orange bathroom." Replace burned-out light bulbs.

Make the House Sparkle!

Wash windows inside and out. Rent a pressure washer and spray down sidewalks and exterior. Clean out cobwebs. Re-caulk tubs, showers and sinks. Polish chrome faucets and mirrors. Clean out the refrigerator. Vacuum daily. Dust furniture, ceiling fan blades and light fixtures. Bleach dingy grout. Replace worn rugs. Hang up fresh towels. Clean and air out any musty smelling areas.

Scrutinize.

Go outside and open your front door. Stand there. Do you want to go inside? Does the house welcome you? Linger in the doorway of every single room and imagine how your house will look to a buyer. Examine carefully how furniture is arranged and move pieces around until it makes sense. Make sure window coverings hang level.

Check Curb Appeal.

If a buyer won't get out of her agent's car because she doesn't like the exterior of your home, you'll never get her inside. Keep the sidewalks cleared. Mow the lawn. Paint faded window trim. Plant yellow flowers or group flower pots together. Yellow evokes a buying emotion. Marigolds are inexpensive. Trim your bushes. Make sure visitors can clearly read your house number.

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