

# 10 Tips to Polishing Your Home for Sale

## **1) Use of Neutral**

Put away any decorations that personalize a space for you; for example, a tropical-themed room. Potential homeowners want to be able to envision themselves in your home, and if they don't have the same taste as you, they won't be able to do this. The use of neutral colors and decor serves as a blank canvas for potential homeowners to "paint their own picture."

## **2) Get Rid of Smells**

Pet odors are a strong deterrent for visitors, as well as any other overpowering smells such as moth balls, mold, and etc. Make sure to clean out any cat boxes and bird cages before a house showing with enough time for the smell to dissipate. Also, although candles are suggested as an effective mask for unfavorable smells, be sure to select a mild scent, such as a vanilla, rather than anything overpowering that may give your visitors a headache. Baking a batch of cookies (just use the break-apart kind!) is a great way to make their visit to your home a memorable one!

## **3) Clean, Clean, Clean**

Put yourself in a potential homeowner's shoes when visiting your home. Would you ever go on vacation and stay at a hotel that isn't well-cleaned? Look for mildew in your tile's grout lines, and replace any mildew-stained caulking in your shower areas. Even a good vacuum will make your carpeted areas look their best.

## **4) De-Clutter, De-Clutter, De- Clutter**

Clutter is just as unfavorable in a home being put on the market as an unclean home. If a potential homeowner walks into a room and things are lying on the floor, it tells them that there isn't enough room for your things, so there may not be enough storage in the house! Staging your home is an excellent opportunity to get rid of things you haven't used or maybe haven't even seen in years! Charity and consignment stores are great options for getting rid of unnecessary items. The more unused space a buyer sees in a closet, the larger it seems!

## **5) Make the Repairs**

Listen to recommendations from your realtor as to key repairs or renovations you can make on your home. Updating the appliances, for example, in your kitchen may cost \$2,000-\$4,000 for your expenses, but you could end up seeing a return two to three times that! But beware, don't over-improve your home. What you think is a luxurious upgrade may seem frivolous to home buyers.

## **6) Curb Appeal**

When a potential homebuyer first walks up to your house, this is their first glance of what they can expect from the rest of the house. If there is anything that turns them off, they may not give the rest of the house a second chance. Pull trashcans out of sight, clean your windows, fix any cracks in the sidewalk, paint your front door, and put flowers by the door for a cost-effective fix!

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## **7) Your Patio**

Many home buyers, especially in Florida, are attracted to a patio because they can use it year-round. Make this space an “extra room” by decorating it with space-conscious tables and chairs, as well as removing any extraneous items, such as debris, lawn equipment etc. Keep the bare minimum and showcase it as extra square footage.

## **8) Square Footage**

If you have a den, show it as a den; if you have a master bedroom, show it as a master bedroom. Don't waste your master bedroom space as a holding room for your children or grandchildren's extra toys. Pull out the toys and let homebuyers see it for what it really is... prime square footage!

## **9) Increase your space**

Furniture that is pushed up against the walls makes rooms look much smaller. If you are able to pull it out from the walls at least a half an inch, it will make all the difference in the world. Also, if you have all your extra furniture piled in your guest bedroom, pull it out and put it in a sparse area of your home or even in storage. If a homebuyer sees that your furniture doesn't fit in the house well, they may think that theirs won't either.

## **10) First Impressions**

First impressions are everything, so do a tour of your home just as potential homeowners will do at your open house, and look at your home from their point of view. Is there anything that would turn you away? Change it! Is there anything about the house that is fantastic? Showcase it!