

# Getting Your Home Ready to Sell



## 1. Showcase the Best Features of Your Home

- Exterior lighting can make your home look beautiful and highlight architectural features in the evening.
- Arrange pieces of furniture in an appealing grouping known as a vignette.
- Showcase a generous usage of soft fabrics such as silk, lambs wool or satin.
- Display unusual knickknacks in units of 1, 3 or 5.
- Use simple lines when it comes to window coverings ex: drapes or blinds.
- Add unique elements to shelving, bookcases and fireplace mantels, which draw attention to predetermined areas.



## 2. De-Personalize.

Pack up those personal photographs and family heirlooms. Buyers can't see past personal artifacts, and you don't want them to be distracted. 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."



## 3. Get Organized & De-Clutter

To get organized focus on one task at a time. Make a list of everything that you want to get done, so you don't get distracted.

- Throw away anything that's broken or no longer usable.
- Remove all books from bookcases and pack up any extra ungrouped knickknacks.
- Clean off everything on kitchen counters.
- This would be a good time to donate/sell items.

## 4. Rearrange Bedroom Closets and Kitchen Cabinets.

Buyers love to snoop and will open closet and cabinet doors. Think of the message it sends if items fall out! Now imagine what a Buyer believes about you if she sees everything organized. It says you probably take good care of the rest of the house as well. This means: alphabetize spice jars, neatly stack dishes, turn coffee cup handles facing the same way, hang shirts together, buttoned and facing the same direction. Line up shoes.

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### 5. Store Extra Stuff.

Try to picture your home with a critical eye, for after all, this is how the Buyers will be viewing your pride and joy as they walk through. Almost every home shows better with less furniture. Remove pieces of furniture that block or hamper paths and walkways and put them in storage. If 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. You don't want Buyers scratching their heads and saying, "What is this room used for?"

### 6. Bathrooms & Kitchens

The kitchen is the heart of the home.

- Apply orange oil to cabinets that appear dry to renew luster.
- Put out large bowls of fruit such as polished apples, bright oranges, luscious grapes.
- Arrange colourful and fun cookbooks on the counters

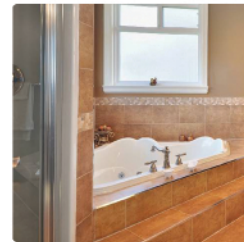
Bathrooms should look open and airy. One trick is to fill a basket with spa items such as:

- Towels, tied with ribbons
- Scented soaps
- Creamy lotions
- Moisturizing & facial jars.

### 7. 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/bathroom drawers that jam.
- Consider painting your walls neutral colours, 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.

If you've considered replacing a worn bedspread, do so now!



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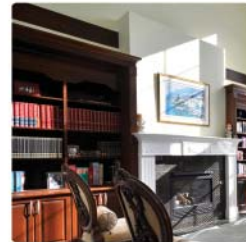
### 8. Be Neat & Sparkle

In order to achieve the best dollar for your home then your home must sparkle.

- Wax floors, replace worn rugs and vacuum daily.
- Dust furniture, ceiling fan blades and light fixtures.
- Bleach dingy grout and re-caulk tubs, showers and sinks.
- Clean and air out any musty smelling areas. Odours are a no-no.
- Wash windows inside and out.
- Clean out the refrigerator.
- Polish chrome faucets and mirrors.

### 9. Lights, Odours, Music, Heat, Fireplaces

- If you are at home when the showing occurs... Turn on all the lights. Your home will show much better if it appears to be bright and spacious.
- Use air fresheners or potpourri in closets, bathrooms and the kitchen or where needed to remove smoking, cooking, pet or any other smells.
- Very soft background music can be pleasing. Be careful not to drown out the Realtor and the Buyer's conversation.
- Lit fireplaces provide for a warm and friendly atmosphere in any home. If the weather is cold, snowy or wet, this extra touch is most pleasurable.
- Keep the heat in your home at a comfortable temperature even when you are at work. Buyers do not wish to linger in a frigid house. If you have air conditioning and the weather is warm and sultry, have it operating.



### 10. Curb Appeal Significance

- 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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