



Steps to Selling – In a Nutshell

When you begin thinking of selling your home, there are many things you need to consider even before calling a Realtor®.

1. Clutter
2. Cleanliness
3. Closets
4. Cabinets/Countertops
5. Curb Appeal

Walk around your home and look at it as if you were an inspector. Intentionally look for things that, if you were a buyer, you would question. Let's go through these.

1. **Clutter.** Less is more when it comes to trinkets, collectibles and stuff. Declutter everything you can from countertops to shelves and even your walls. Too many family pictures on the walls or sitting around become a distraction to a buyer and they will remember your home as the one with all the family photos. That is not how we want them to remember it.
2. **Cleanliness.** Wipe down walls, baseboards, doors, cabinet door fronts, countertops, inside of the windows. Removing the screens from the windows and cleaning the windows inside and out make the house looking brighter and more inviting. Pressure washing also makes it look like a new home and sends the message that you take pride in your home. Get rid of the dust bunnies under furniture and on the ceiling fan blades and the bathroom vent fan. Scrub the floor, get stains off carpet (Spot Shot works wonders on that), or even replace it if necessary. If you want top dollar for your home, you have to make it worth it.
3. **Closets.** Remove the clothes you don't wear or need. Go ahead and do some spring cleaning. The less you have in a closet, the bigger it looks. Packing away your seasonal items will go a long way to make things seem more spacious.
4. **Cabinets/Countertops.** Kitchens and bathrooms seem to always have something out on the counter. If you don't use your toaster everyday, put it in the pantry or a cabinet. If you have dishes you don't use, maybe it's time to get rid of them or pack them away. Again, less is more when trying to sell your house. Perception is people's reality. We want the perception you send off to give the message of having plenty of closet space and storage space. Begin packing away what you don't use on a regular basis. Countertops are a premium in a kitchen! Let people see you have more than they think. People will open your cabinets so don't let things fall out of them.
5. **Curb Appeal.** Does your house look like a home? Do you have a well maintained lawn or does it look like you harvest weeds? Color is king. Buy some potted geraniums, daisies, anything that adds color and put them in decorative pots here and

there. If it's the fall, plant pansies in your flower bed. If people think you don't take care of the yard, then they may also think you don't take care of the inside. The first impression is the curb appeal. Get some.

When I walk through your home, I will intentionally try and notice things that need help, cleaning, maintaining or repair. You are not obligated to repairs those things but buyers will want them repaired or may low ball you on the price. Sellers get used to the quirks of their home but buyers aren't. You have made your house your home, customized to your tastes and colors. Please do not have purple or bright yellow walls or deep scarlet walls or any color that will take more than a gallon of Kilz to cover over. Go ahead and paint fresh neutral colors. Light and bright makes things look larger. Dark colors make things look smaller.

Kitchens and bathrooms need to be cleaned, aired and bright.

Bedrooms need to look spacious and roomy.

Living rooms need to feel comfortable and not crowded.

When you're ready, give me a call. I will help you.