



## **10 Ways to Make Your House More Salable**

1. Start packing and remove all clutter. Go through each room and throw out stacks of newspapers and magazines. Pack away your collections, small decorative items, valuables and photographs. Store out-of-season clothing to make closets seem roomier. Clean out and organize the garage and deck.
2. Wash your windows and screens to let more light into the interior. Freshen and update the curtains and window treatments.
3. Keep everything extra clean – especially the kitchen and bathrooms. Wash fingerprints from light switch plates. Mop and wax floors. Clean the stove and refrigerator. A clean house makes a better first impression and convinces buyers that the home has been well cared for. This is one job that you might want to outsource so that it is done painlessly and quickly.
4. Get rid of smells. Clean carpeting and drapes to eliminate cooking odors, smoke, and pet smells. If they can't be eliminated, it may be necessary to remove carpeting. This one area can cost you thousands in dollars reduced from your asking price and can actually prevent a sale.
5. Make sure rooms are well-lit and have adequate lighting and lamps. Put higher wattage bulbs in light sockets to make rooms seem brighter, especially basements and other dark rooms. Replace any burnt-out bulbs.
6. Make minor repairs. Small problems, such as sticky doors, torn screens, cracked caulking, or a dripping faucet, may seem trivial, but they'll give buyers the impression that the house isn't well maintained.

7. Tidy your yard. Cut the grass, rake the leaves, trim the bushes, and edge the walks. Put a pot or two of bright flowers near the entryway. Polish your front doorknob and door numbers. Patch holes in your driveway and reapply sealant, if applicable. Clean your gutters.
8. Update hardware on kitchen cabinets; remove all items from counter-tops, polish wood cabinets and freshen with neutral paint on painted cabinets.
9. Focus on bathrooms to make them clean and updated. Replace all bathroom mats, carpets, shower curtains and liners.
10. Start watching the home improvement channels on TV. The DIY network, HGTV and TLC will give you great, affordable ideas and help you look at your property with a different perspective ... the buyer's perspective.

Contact Adorna and Jenna for a professional assessment of your property, pricing and improvements before you make any costly changes to your property.

Some changes will be necessary, others will add value, yielding you more \$\$\$ to your bottom line and some will not provide you with any return on your investment.

We are here to provide you with quality advice and guidance so contact us today – ***We have the power to move you!***

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