

TOP 10 SECRETS to Selling Your Home

1. PRICE COMPETITIVELY

Be realistic when pricing your home! Find out what your home is worth by checking out sales prices in your neighborhood over the past six months.

2. CHOOSE YOUR REAL ESTATE AGENT WELL

Make sure your agent is informed and understands your market. Also, be sure the agent is tech-savvy and utilizes many tools to get your house sold.

3. DE-CLUTTER

Less is more! Put your home on a diet by clearing out the clutter, including unnecessary furniture. Consultants suggest you relax, take your time and take it room by room.

4. DE-PERSONALIZE

Put away your personal stuff, including family photos, memorabilia collections and personal keepsakes. You want potential buyers to envision your house as *their* future home.

5. CLEAN/DEODORIZE

Make sure your home is spic and span from top to bottom and free from odors from pets, cooking or smoking.

6. MAKE NECESSARY REPAIRS

You probably won't get your money back if you do a huge improvement project before you put your house on the market. Instead, do updates that will pay off and get you top dollar. Replace door handles, cabinet hardware, make sure closet doors are on track, fix leaky faucets and clean the grout.

7. LIGHT IT UP!

Get a fresh coat of paint on the walls. Clean the curtains, increase the wattage of your light bulbs and cut the bushes outside to let the sun shine in. A bright, cheery house is more sellable.

8. FIRST IMPRESSIONS

You never have a second chance to make a first impression. Spruce up your home's exterior with inexpensive shrubs and brightly colored flowers –it's all about curb appeal. Entryways are also important. Make it welcoming by putting in a small bench or a vase of fresh-cut flowers.

9. GET A HOME INSPECTION

Typically the buyer pays for an inspection, but experts advise that sellers get it done before they list the property. The report gives the seller a chance to address any issues that could cause a buyer to terminate their bid and serves as a reference for the condition of the home's major items, like the heating and plumbing systems.

10. ALWAYS BE READY TO SHOW

Your house needs to be "show-ready" at all times. Don't leave dishes in the sink or clutter on the counter tops. Make sure the bathrooms are sparkling and there are no dust bunnies in the corners. It's a little inconvenient, but it will get your house sold.



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