

# 20 Ways to Sell Your Home Fast

## **Tip #1: Clean up oil spills**

First impressions are always critical, and your driveway is part of that first impression. Here's a quick tip that may be the solution for your cement driveway. Try Drano® or any high-powered liquid drain cleaner and sweep those oil stains away.

## **Tip #2: Paint walls a neutral color**

If your home is decorated in dark or unusual colors, you're going to scare off a lot of potential buyers. It will be worth your while to paint your walls a neutral color. If you're not going to paint your entire house then paint the rooms that make the biggest impression, such as the entry/foyer, living room, dining room, kitchen and master bedroom.

## **Tip #3: Make a checklist**

Make a checklist to review any time a REALTOR® is bringing someone in to look at your home. Nothing fancy, just something to remind you to do all the little preparatory tricks we've listed.

## **Tip #4: Clean or paint appliances**

Appliances should be sparkling clean at all times. If your kitchen appliances have broken knobs, replace them. If your stove is green and your dishwasher is gold have a professional come in and paint them a matching neutral color. This is less expensive than buying all new appliances, and it will add to the "saleability" of your kitchen.

## **Tip #5: Get out of the house**

Always leave your house for a little while when the REALTOR® is showing it. Buying a house is an emotional experience. The buyer will tend to feel awkward inspecting the house while you are there.

## **Tip #6: Clean the carpets**

When you are ready to list your home, it's always a good idea to have the carpets cleaned. A clean home will always sell faster, and you should accentuate the fact that you have a clean house.

### **Tip #7: Organize the garage**

Did you ever find you were having trouble pulling your car into the garage because you have so much stored in there? Clean it up by storing all you can at a helpful relative's home, or rent a storage unit.

### **Tip #8: Paint front door and entry way**

A fresh coat of paint on the exterior of the home will always help sell the house faster, but if you can't afford it, try this instead: paint the front door and, if needed, the entry area around the front door.

### **Tip #9: Clean the pool**

If you have a pool, it should look like you're ready to throw a pool party, even if it's the dead of winter. You want to be sure to remind the buyer of how much fun a pool really is.

### **Tip #10: Let there be light**

Most people keep curtains, blinds and drapes closed for privacy, but when your house is for sale, be sure to open them all. Your house will look larger and brighter. Make sure that your windows are crystal clear. If your screens are worn or full of holes, replace them. If you can't replace them take them off. Don't forget to dust the windowsills.

### **Tip #11: Have a garage sale**

Have that garage sale you've been meaning to have, but never got around to. This is one of the quickest, easiest, and most cost-effective ways to clear out those items that make your living space look cluttered.

### **Tip #12: Create more space**

Remember your not selling furniture; you're selling a house. You may want to remove any large or ornate pieces of furniture. Unless your taste in furniture is the same as the potential buyer's, large pieces aren't going to help sell your house. Their absence, however, will make your house appear spacious and inviting.

### **Tip #13: Head to the nursery**

When your house is for sale, it's time to retire all those half-dead plants inside and outside your home. They make messes by dropping leaves, and to be frank "having no plants is better than having dead ones."

**Tip #14: Empty the closets**

Take as many of your personal items as possible out of your closet and store them in an out-of-the-way place. When your closets are clean, they look much larger to the potential home buyer. An abundance of closet/storage space is a major selling point to most people. You can apply this rule to any storage area.

**Tip #15: Take your furry friend for a walk**

If you own a dog its bark may be worse than its bite, but its presence could possibly cause tension for the buyer and may take away from the overall emotional experience of looking at the home. So, take your dog for a walk when your house is being shown.

**Tip #16: Tame your wild jungle**

An empty yard sells better than an overgrown yard, probably because an empty yard appears larger. When trimming back your shrubbery and trees don't be timid. Trees and shrubbery should not hide the house. Less is more.

**Tip #17: Start packing**

It will take some time to get all your knickknacks packed and ready to move. Why not do it now? Wrapping those little items and storing them will make your move easier and it will help your house show better. Remember, less is more.

**Tip #18: Don't leave a mess**

Inspect your house on the way out the door everyday to see if there are any messes you need to tidy up. Kick clothes under the bed or get a couple of plastic containers for emergencies. Be careful not to hide your mess where it can be easily found, such as a closet or cupboard.

**Tip #19: Brighten things up**

Add a dramatic appearance to your house with new 100-watt bulbs. A bright house looks larger, cleaner and more appealing to a potential buyer. It gives an open feeling like many of the new homes that are built today with lots of windows.

**Tip #20: Dollars and scents**

If you're not already popping something in the oven to fill the house with a pleasant aroma, spray a little vanilla air freshener. This particular scent has a great impact. Potpourri around the house is a good idea too. Remember we're trying to appeal to as many senses as possible.