



Preparing Your Home For Sale - part one

A house that "sparkles" on the surface will sell faster than its shabby neighbor, even though both are structurally well-maintained. From experience, REALTORS[®] also know that a "well-polished" house appeals to more buyers and will sell faster and for a higher price. Additionally, buyers feel more comfortable purchasing a well-cared for home because if what they can see is maintained, what they can't see has probably also been maintained.

In readying your house for sale, consider:

- * How Much You Should Spend;
- * The Exterior "Curb Appeal"; and
- * Preparing the Interior

How Much Should You Spend

In preparing your home for the market, spend as little money as possible. Buyers will be impressed by a brand new roof, but they aren't likely to give you enough extra money to pay for it. There is a big difference between making minor and inexpensive "polishes" and "touch-ups" to your house, such as putting new knobs on cabinets and a fresh coat of neutral paint in the living room, and doing extensive and costly renovations, like installing a new kitchen. Your REALTOR[®], who is familiar with buyers' expectations in your neighborhood, can advise you specifically on what improvements need to be made.

Don't hesitate to ask for advice.

The Exterior "Curb Appeal"

Before putting your house on the market, take as much time as necessary (and as little money as possible) to maximize its exterior and interior appeal.

Enhance your home's exterior and curb appeal by:

- * Keeping the lawn edged, cut and watered regularly;
- * Trimming hedges, weeding lawns and flowerbeds, and pruning trees regularly;
- * Checking the foundation, steps, walkways, walls and patios for cracks and crumbling;
- * Inspecting doors and windows for peeling paint;
- * Cleaning and aligning gutters;
- * Inspecting and cleaning the chimney;
- * Repairing and replacing loose or damaged roof shingles;
- * Repairing and repainting loose siding and caulking;
- * During winter keep all walks neatly cleared of snow and ice;
- * During spring and summer months consider adding a few showy annuals, perhaps in pots, near your front entrance;
- * Re-sealing an asphalt driveway;
- * Keeping your garage door closed;
- * Storing RVs or old and beaten up teens' cars elsewhere while the house is on the market; and
- * Applying a fresh coat of paint to the front door