

Prepare Your **HOME** for a **QUICK,** Profitable **SALE**

It's important to spend some time sprucing up your home before you put it on the market. **Often, some of the most serious offers come quickly in the marketing process,** and you don't want to let these buyers get away, only to see your home languish on the market for months afterward while you make needed repairs.

As they say, you never get a second chance to make a good first impression!

However, it's important to draw the line on updates and renovations. Sure, they'll make a better impression, but at what cost? Will you even get the money you spend on these renovations back? Which ones should you bother with and which ones should you skip?

Consider these tips when preparing your home for sale:

Preparing Your **HOME** for **SALE**



Power wash outside surfaces, cut and edge the lawn, and brighten your curb appeal with a few pots of flowers near the front door. Repaint as necessary.



Most importantly, clean your home inside and out.



Remove clutter, personal items, and furniture that has seen better days.



Fill holes in the walls and paint your walls in neutral colors.



Make only necessary repairs to your roof and flooring, but do remove old, worn carpeting.



Repair plumbing, electrical, and air conditioning systems as necessary so they work as intended.



You can update kitchens and bathrooms by simply painting the cabinets and replacing the hardware. Have unsightly sinks and tubs refinished rather than replace them.



Replace only old appliances that really need to be updated. Surprisingly, one nice appliance causes more positive thoughts in buyers about the whole kitchen.

These updates will make your home attractive to potential buyers without racking up unnecessary costs. When your home feels fresh, clean, welcoming, and “well taken care of,” it makes that good first impression that you seek.