

Smart Tips for Sellers: How to Sell Your House and Property for the Most Money and Shortest Time

Do you want to sell your home for the most money and in the shortest time possible? Just as a diamond has 4 C's (cut, color, clarity and carat) home selling has 4 C's: curb appeal, clutter free, cleaning, and creating calm and a pleasant atmosphere.

Curb appeal: It won't matter how clean your house is inside, or how clutter free it is on the inside, if the outside isn't attractive. Take a drive through to neighborhoods with homes on golf courses or water front homes or any neighborhood where you would like to live. Notice the lawn. Is the grass freshly cut and does it look healthy and green? Here are some ideas for you:

- If it is fall, clean up the leaves.
- If it is winter, make sure the sidewalk is clear not only for the beauty but also for safety.
- Trim shrubs.
- Remove toys and any clutter.
- It is pleasing to have symmetrical planters near the front door. Be sure they are sized according to the size of your house. Better Homes and Gardens and Martha Stewart Living and other homes magazines have nice articles about how to add height to a planter with spiky plants, and add plants that trail over the sides, and add color with other flowers. White or yellow flowers are pleasant to the eyes.
- Repair any broken items or cracks in windows.
- Hide trashcans or recycling bins.
- If your house needs painting, paint it a nice neutral color that blends in with the other homes.

Your home needs to be cohesive to the neighborhood, and not stand out for the wrong reasons. Curb appeal is what will get people to call about your house and want to come and see it.

Clutter is the enemy of getting your house sold. Too much stuff is distracting, and keeps folks from seeing the real beauty of your home.

- **Get rid of things you know you don't need or will never wear.**
- **Get rid of things your kids no longer use or need. You can donate it to the Salvation Army or Goodwill and help others at the same time. You can also keep the receipts for the donation for tax purposes.**
- **It is important to have pathways clear so that people don't trip over.**
- **Clear the floor and table tops and counter tops.**
- **People love to see space, and it makes the rooms look bigger. Bigger in their eyes means it is worth more.**
- **If it is clutter free, more organized, it will appeal to the buyer. The buyer will feel like when she moves in, that is the lifestyle she will have. Her home will be clutter free.**

- **Consider de-cluttering every day for 20 min. By end of the week, you would be DE cluttering for about 2 hours.**

Cleaning your house before putting it on the market is very important.

- A clean house will smell fresher.
- Folks don't have a lot of time, and they want move in ready. They have families to take care of and jobs to go to. They don't want to buy a house that needs a lot of cleaning or work.
- You don't have to clean everything by yourself. Young people from your church would love to have jobs to make a little more money.

Outside:

Clean, wash vinyl siding. Make sure windows sparkle and they raise up and down easily.

- Freshen doors with paint or polyurethane
- Clean out gutters
- Make sure all lighting is clean and no cobwebs anywhere.
- Porches and carports should be swept clean.
- Make sure garage doors open easily and the view from the street inside the garage looks organized and clean. Use walls and pegboards to organize things.
- Remove oil stains
- Make sure street numbers are large enough to be seen from the street and blend with the décor of your house

Inside

- Hardwood and laminate are preferred over carpet. Carpet sometimes is preferred in bedrooms. Floors should be clean and clear.
- Make sure windows open easily. The inspector will be checking this.
- Clean windows and all light fixtures and fans.
- Freshen with paint. Use neutral colors. Do not use feminine or loud colors. Keep consistency by using the same color throughout or colors that blend easily. Antique White, Swiss Coffee, Linen White are good soft colors. Light colors will expand space. Dark colors will make rooms look smaller.

Kitchens and Baths

- Kitchens and baths do sell homes.
- Stainless is preferred over other surfaces for appliances. Regardless, appliances should be clean inside and out. Buyers open appliances. A buyer does not want to have to clean dirty appliances.
- Keep refrigerator clear of announcements, and pictures.
- Keep counter tops clear. It will make your kitchen look larger.
- Have "show towels" when your house is being shown. White towels show well and always look clean and give a hotel look.

- Use liquid soap to avoid residue.
- Keep toilet lids down. Make sure toilets function properly.
- Keep bathroom smelling fresh. Linen plug-ins make rooms smell fresh. Do not use burning candles or the candleholders where the wax melts because little ones can get burned.
- Fresh flowers on the counter are a nice touch. Use the same color and kind of flowers. Carnations and roses are good choices.

Create calm and atmosphere

- Light, soft colors will be pleasing to the eye.
- Turn on all lights, lamps.
- Fresh flowers are nice. You don't have to pay a fortune for them. Costco, Sam's, Wal-Mart, Food City, all have good buys on them. Keep them in same color and same type of flower.
- Play soft classical music. Just put it in the computer or have Alexia play soft music. The music will calm visitors and slow them down so they linger longer.
- No pets please. Pets create odors. Houses that smell are houses that are hard to sell. Have family members help you with your pets.
- Make sure rooms are comfortable—not too hot or too cool.

Just as a diamond has 4 C's with its color, cut, clarity, and carat, selling your homes has 4 c's also: Curb appeal, clutter free, cleaning, and creating calm and atmosphere. Remember it has been said, a diamond is a girl's best friend, these tips can help your home sell for the most money in the shortest time,

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