

Preparing Your Home for Sale

By **Lisa Hall**

Your Professional Real Estate Expert



If you're thinking of selling your home in the next few months, you should probably be making a checklist of things to do to prepare for your sale. Here are a few items that might help you in your planning.

First impressions are crucial! Take a look around the outside of your property. Make a list of anything that looks less than satisfactory without regard to cost or time. You can review the list later to determine the most beneficial repairs. Clean anything around the yard that looks unkempt or dirty; repair anything loose or broken. Replace a tired looking mailbox; clean exterior light fixtures and wash windows. Spruce up your front entry by painting or refinishing your door, planting flowers and purchase a nice door mat. You want to impress buyers from the moment they walk in.

When preparing your home for sale on the inside, begin by entering your home from the front entry and take note of everything you see and – especially – smell! Make that first entry into your home a positive experience for a potential buyer. Many buyers make a decision about a home within the first forty seconds.

Begin to get the inside of your home ready by cleaning, organizing and packing. Yes, packing before you put your home on the market makes your home appear less cluttered and gives buyers a greater feeling of space when you are on the market. Remove all clutter from countertops and place valuables out of sight. Also, make any repairs you can ahead of time. Home inspections will find them, so you might as well complete them up front. Replace all burnt-out light bulbs so that you can light up your home for showing. Finally, paint any spaces that look shabby and clean those carpets. Remember, light and bright sells houses.

Simple things make a big difference in the minds of buyers. Your home can never be too clean, neat, and fresh when you are ready to sell it!

Lisa Hall is a professional REALTOR® serving Antioch, Brentwood, Oakley, and Discovery Bay. She can be reached at (925) 584-9779 or lisa@hall-realty.com. For more information, visit her website at www.hall-realty.com.