



SELL YOUR HOME QUICKLY

Once you have made the decision to sell your home, you want it to happen as quickly as possible. But when you check the houses for sale in your street or suburb you may feel disillusioned about how long it will take to make the sale.

Outside

The outside of your home, including the garden, needs to have the WOW factor, as these are the first things a prospective purchaser sees. If the person doesn't like the outside look of the house, they may not bother to take a look inside.

Inside

The house should be cleaned properly from top to bottom, every ledge, every corner, behind cupboards and the refrigerator, behind washing machines, etc., if these spaces can be seen easily.

Depersonalise

When a person enters your home with the intention of sizing it up to see if it's what they want, they're trying to visualise themselves living in the home. Will their furniture fit, will the décor be okay, is the place big enough. They don't want to see you everywhere, so remove family photographs, family heirlooms, pictures your kids have drawn that take pride of place on the fridge with their favourite magnet.

De-Clutter

De-cluttering means removing all ornaments and knick-knacks, removing an excess of books from the over-crowded bookshelves, tidying or throwing out stacks of magazines, clearing tops of workbenches and furniture, tidying the heap of CDs/DVDs – even an excess of furniture.

If you have nowhere to put the excess, then rent a storage unit.

Cupboards

The majority of women looking at your home will spend the most amount of time in one of two rooms, usually the kitchen and the bedroom/en suite bathroom. Make sure all cupboards are tidy and smell fresh.

The same applies to walk in robes; they should be tidy and well organised, as these will remain as part of the house.

The vanity in the bathrooms should also be cleaned out and tidied up.

Minor Repairs

Make sure any cracks are filled and the area(s) painted. Paint any chipped door frames and door and anything else that can be touched-up.

Renew filler between the kitchen cupboards and the wall tiles and the vanity and tiles in the bathrooms.

If taps are dripping have the washers changed and where necessary have the whole tap changed or the toilet cistern if it is leaking.

Inspection Day

Dust and vacuum the whole house if it has not been done in the last three days, and clean the windows if necessary. Add a fresh bunch of flowers, and put out fresh linen in the bathrooms.

Open curtains and blinds and let in as much natural light as possible, or leave the lights on so the space looks spacious and airy.

If you would like to know more about preparing your house ready for sale, send an email to barb@barbclews.com it could increase your profits.

About the Author:

Barb has been a successful business writer/editor/communicator since 1989. She writes in plain language and believes material for print and the web should be clear, concise and user-friendly. Please visit her website at www.barbclews.com to find out more.