



Preparing Your Home for Sale

Sell your property for the highest possible price by properly preparing your home. The following tips will help put more money in your pocket.

■ MAKE A GOOD FIRST IMPRESSION

Curb appeal can be the reason a buyer stops or just drives by your home. Patch and paint the exterior including trim, front door and railings, as needed. Clean and repair walkways, and outdoor lighting and fencing. If it looks good on the outside, buyers want to see inside.

■ LANDSCAPING IS EASY

Keep *plants pruned* so buyers can actually see the house and look out the windows. Weed, remove dead plants, trees, and mulch and keep the lawn mowed and edged.

■ PAINTING

Fresh paint is the most cost efficient way to make a home feel new and fresh. *Brighten the space* by painting dark colored walls with a light color. Repair and paint damaged walls and surfaces. If smokers reside in the property, paint with odor blocking paint.

■ CLEAN SELLS!

Professional cleaning is a great start. *Maintain a spotless home*, inside and out, with particular attention to bathroom, kitchen, appliances, windows, carpets and floor surfaces. Don't forget baseboards, vents and appliances.

■ PET SCENTS

Even if you can't smell your pets, prospective buyers can. If you have pets, professionally clean all carpets with pet odor removers. *Make arrangements for pets to be out of the house for showings* during the listing period.

■ CLUTTER KILLS A SALE

Buyers want to move in to their new home – not your old one. *Remove personal items* including pictures, collectables, and knick-knacks. Keep kitchen and bathroom counters pristine, removing small appliances and utensils. Reduce artwork on the walls so the buyer focuses on the room and not the art. Minimize and organize items in closets and pantry. Make sure the outside of the house is tidy by removing piled landscaping materials, garbage cans, garden hoses, extra pots, toys and pet stuff.

■ IF IT'S BROKEN, FIX IT

Not everyone is handy with basic home repairs, and a home in a state of disrepair may indicate bigger problems or disqualify it as a choice for the buyer. Lights should work, doors should swing without squeaking and windows should open and close freely. *Remove dated, damaged or dirty everything* – including window coverings, furniture and appliances.

■ STAND OUT FROM OTHER LISTINGS

Professionally Staged homes receive more views and better offers! To make sure your home shows beautifully in listing photos and in person, hire a professional stager. Staging ensures that your property will *appeal to the correct target market* and *properly highlight the selling features of your property*.

For more information on Professional Home Staging visit graygroupdesign.com

Gray Group Design
Home Staging for Sale & Life

Natalie Gray

(949) 303-6939

natalie@graygroupdesign.com

