

Good To Know

Dream Home Athens Tips & Guides

Getting Your Home Ready to Sell

Are you worried about getting your home ready to sell? You are not alone. Most sellers are. But with the right tips, you can be on the right track toward successful open houses and showings with a home that shines for potential buyers. There is no denying that getting your house ready to sell can be stressful and a ton of work! So, consider these tips to help get your home in ready-to-sell shape.

List your home for the right price

To get an idea of the right price for your home, search local listings on sites such as Zillow.com and find properties that are like yours in terms of location, size, and features. This will give you a good ballpark estimate.

Work with a top realtor

Working with the wrong realtor can ruin your sale. Work with a realtor who is informed and can provide helpful services through the entire selling process. They should regularly monitor the multiple listing services (MLS), know what properties are going on the market, and know the comps for your neighborhood.

Clean up for walk-throughs

Clean like you never cleaned before, and then keep it that way. Keep your bathrooms and kitchen impeccable, dust, mop, wash the walls, and windows until the day your house sells. A spotless, clean home will make for a better first impression when potential buyers walk through the door.

Organize closet space

Every buyer is looking for a place to store all their things. Take half of everything you have in the closets and put it in a storage unit. Then, meticulously organize what is left in the closets to highlight the home's storage space.

Turn all the lights on

A dark house is just sad. Maximize the light in your home. Take down the drapes, clean the windows, and swap the lampshades and up the wattage in the bulbs. Do whatever it takes to let the light shine down on potential buyers!

Make minor repairs

Patch holes in the walls, replace broken appliances, and change burnt out light bulbs. No problem is too small in the eyes of a potential buyer! Small issues send the message the home has not been well taken care of. They could also indicate to a potential buyer that there is other more costly neglect in the house.

Move your pets out

Not everyone is an animal lover. If a potential buyer walks in and sees a dog bowl, smells a litter box, or is picking hair off their pants hours after the Open House, they will think the house is not clean. A potential buyer should not be able to tell if a four-legged friend lives there or not.

Eliminate bad smells

You should be able to eliminate any unpleasant odors after a good clean. Even if it is winter, open the windows and give the home time to air out. To add a pleasing smell, bake before an open house, or light a fresh-smelling candle. Keep it subtle do not let a buyer think you are trying to hide something.

Update the kitchen

Kitchens are probably the most important room in the house. They are also the most expensive to renovate. Investing a few thousand dollars might get you an eighty-five percent return, while a dated kitchen could knock a huge chunk off the asking price.

One of the fastest and most inexpensive updates is to repaint cabinets. Paints designed for cabinets are affordable and readily available at many home improvement departments and specialty stores.

Add a fresh coat of paint

Neutral paint tones appeal to a wide range of tastes and look fresh. Paint also has the power to add light to a dark room. Just resist the urge to be bold. Inserting your personal preferences may not impress a potential buyer, but a pop of color or a flower vase could be a nice touch.

Add special touches

Fresh flowers, accent pillows, a new welcome mat — these little touches can amp up the welcome factor of any home and go a long way with buyers. You do not have to go out of your way. Just a few here and there to make it feel more like home.

Always be ready to show

Your house should always be ready for a showing. You never know when a buyer will walk through your front door. Keep the dishes clean and put away, beds made, and immediately clear clutter. It may seem annoying but will get your house sold!

Leave your house

Removing yourself is the ultimate depersonalization. You want to give buyers the freedom to open closets, inspect the rooms, and ask questions without feeling like they are snooping around. Before someone comes for a showing, open the windows, turn on all the lights, light a candle, and get out of the house!

Improve curb appeal

Before they even walk through the door, buyers are judging your house. They should feel warm, welcome, and safe as they approach the house. Do some inexpensive upgrades, such as adding light fixtures, replacing the mailbox, or sprucing up the landscaping with some colorful flowers.

Clean the carpets

If you have carpets in your home, they need to be clean before you show your home. This will improve the appearance of your floors and should eliminate any nasty odors that are locked in the carpet. You can save money and rent a carpet cleaning machine or hire professionals — either way, the results will speak for themselves.

Do not over-upgrade

Quick fixes before selling always pay off. Mammoth makeovers, not so much. You probably will not get your money back if you do a huge improvement project before you put your house on the market. Instead, do updates that will pay off and get you top dollar. Get a new fresh coat of paint on the walls. Clean the curtains or go buy some inexpensive new ones. Replace door handles, cabinet hardware, make sure closet doors are on track, fix leaky faucets and clean the grout.

The first impression is the only impression

No matter how good the interior of your home looks, buyers have already judged your home before they walk through the door. You never have a second chance to make a first impression. It is important to make people feel warm, welcome, and safe as they approach the house. Spruce up your home's exterior with inexpensive shrubs and brightly colored flowers. You can typically get a 100-percent return on the money you put into your home's curb appeal. Entryways are also important. You use it as a utility space for your coat and keys. But, when you are selling, make it welcoming by putting in a small bench, a vase of fresh-cut flowers or even some cookies.