

HOME STAGING TIPS – How to sell your home quickly in a competitive market.

Article provided by: STYLISH DIGS

You have decided to sell your home. Though this has been your haven for the better part of your life or for just a few years, you need to let go.

Personal accessories, pictures and touches need to disappear. Don't take it personally. Taking the time to depersonalize will only mean higher dollars and a quicker sale.

If you are like most serious sellers, you will have by now gone to a number of open houses to check out the competition or get ideas. How does it feel to walk into a home that is filled with personal effects? It gets in the way of seeing a property as it should be, either from an architectural perspective or how you and your family could actually live in it.

Buyers are looking to purchase a home that they can see themselves living in. So it is time to start de-cluttering and packing. You are going to have to do it anyway, so you might as well start now.

First things first. Clean, clean and clean. Make sure from the time your future buyers walk in to your home to the time they leave that there is no sign of clutter, dust, and grime. That goes for smells as well. If you have pets, arrange to remove their potty and if you can, move Fido out to a loving friend until the home is sold. There is nothing more discerning than to walk into a potential property and be turned off by the smell of a pet. Ensure that there is no sign or smell of your furry friend.

De-clutter or lighten the load in closets and storage spaces. Buyers are coming with preconceived thoughts of how their present way of living will fit into their new home. Make it easy for them to imagine this. The more space that you can create will enable your buyer to see living in your home much easier.

Remove furniture and create walk flows. Create visual space. Though your living areas may be small, removing one piece of furniture can create breathing space. Walk into your individual rooms and take a mental note on how it feels. Can you turn around comfortably or take three steps in all directions without bumping into something? If you can't then you need to edit. If you have a very large space, do not add furniture for the sake of filling up a room. Less is always more.

Kitchen and bathrooms are top of the list for most buyers. Ensure that these areas are spotless. Counters should be cleared, small appliances should be put away and it should

be clean and free of odors. These are the rooms that should be given a once over just before every showing. Repair any issues like leaking pipes or faucets, replace any cracked or missing tiles, and ask yourself if everything is in working order? Do cabinets need a facelift? No need to spend a lot of money here. Something as small as replacing hardware can make a big difference.

Bedrooms are becoming an oasis. Make sure that your clothes are put away, closets are tidy and neat. Exaggerate your space. Open up the curtains and let the sun shine in unless the view is less than desirable. If that is the case, keep the curtains drawn and ensure that lights are on.

Keep walkways and hallways free and clear. You never know who your client and what their requirements may be regarding open mobility and space.

Personal pictures and memorabilia should be packed away. Display only those items that you love like a piece of art or a beautiful vase filled with flowers. The flowers or fauna can be from your own yard.

Basements should be well lit and if you experience a musty smell, then it can be easily remedied with a dehumidifier. If you have an unfinished basement, keep it neat. Most people will understand boxes and storage in this area so just keep it controlled.

How does your home look on the outside? Curb appeal can be just as important as the inside of a home. First impressions can make or break a potential deal. Keep walkways clear, cut and manicure large bushes and lawns. Spruce up the front door and entry way. Ensure that any broken windows or missing hardware is replaced. Is your house number visible? Replace any dead light bulbs with new ones. Put away lawn mowers and tools. Tidy up patio furniture and arrange it as though it was waiting for company. Create a sense of easy living.

This is now a home ready for sale. It is clean, tidy and clutter free. You should have no problem attracting buyers to your home.