




8

Ways to Quickly
Sell
Your House



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1. Timing is Everything

They say when it comes to real estate it's "location, location, location". But, timing can be critical, too. The best time to sell your house in a hurry is in the Spring. This gives people a chance to move over the Summer break. If that doesn't work for you, don't give up hope... we have a lot of other ideas for you.

2. Focus on Curb

People will pull up to your house and immediately have a reaction. They will decide then and there whether they want to see more, based on how the house looks from the outside. Will they say "Nice!" or will they decide to keep on looking?

If you've got an overgrown jungle and don't know where to start, call a landscaping company for a garden makeover. If you just need to trim up a few bushes, and drop in some new plants, go for it. Make sure the grass looks greener on your side of the fence! Keep everything trimmed up and looking spiffy.

Do the shutters need painting? Can you power wash the siding? Is the front door in good repair? These things are not a huge investment, but they give you a real advantage over a house that looks run down when folks pull up out front.

3. Quick Fixes You

Go through your house, room to room, and make note of the little things you can fix to help the overall look of the place. Are the light fixtures and faucets in the bathroom looking like they've been there since the sixties? Can you paint the kitchen cabinets?

Speaking of paint... That purple accent wall has got to go. Someone else might like purple as much as you do, but the odds are against it. Sometimes, stark white walls are a turn off too. Use popular neutral shades of tan and gray to make the rooms feel comfortable and inviting. Make sure all trim is in tip top shape, and fix any loose pieces.

Share your thoughts and your list with your realtor for a reality check. They will advise you what will work and what is too much to worry about.





4. Bathrooms and Kitchens

If you're going to do any makeovers, focus on the kitchen and bathrooms. Make sure that above all, they are clean. Sparkling clean. Potential buyers will look at the cleanliness of these rooms as an indicator of how well the home has been cared for. If you need help, call a cleaning service to give the place a deep clean.

Outdated kitchens and baths catch a buyer's attention, but you need to be careful here. If you go for a full remodel, you may not get that money back in the sale price. It will probably help you sell faster, but ask a realtor about your possible returns before you gut the place.

5. Make Sure Your Listing Price is Right

If you ask over the odds for your property, there's a good chance you'll have to wait a long time for your buyer, even if the house is in tip top shape.

Don't try to work without a real estate professional, thinking it will save you money. It will save you time and money to get the experience and advice you need to sell quickly. They can run the comps for your area, and help you price your property to attract offers.

6. Declutter and Depersonalize

We like Aunt Linda's turn of the century porcelain collection too. But, will your buyer? Don't bank on it! If you have a penchant for collectibles, and love displaying your grandchildren's artwork on the walls, prepare to wait longer to sell your home.

Even if you have to rent a storage space for a little while, declutter and depersonalize your home. The object is not to show off YOUR home, it is to help buyers see it as THEIR home. Think of how it looks in a model home. The bad news is that you'll have to keep it that way. The good news is that it won't be that way for too long... since you'll sell it that much more quickly.





7. Make Sure Your Pictures are Amazing

These days, so much marketing of your home is done on the internet. Pay a professional photographer to get pictures that are stunning! With all the real estate websites there are, your pictures can show off your house in its best light. Have lots of great photos to make a buyer feel at home before they even come by to view your house.

8. Make Your House Turnkey

It's a not-so-secret weapon. If your house is ready to sell, and ready to live in, there's less for a buyer to think about before deciding. If they start with your house, looking awesome and ready to go, even better. They will see how nice it is, but wonder what else is out there. After trudging through some "not so nice" homes, they will see the value in your property and put in an offer.

