

## Tips for Getting Your Home Ready to Be Sold

The process of selling an old home to move to a new one can be daunting. The excitement over your new residence, with all of its fancy features and amenities, may make you forget that you have the responsibility to make your former living space just as inviting to buyers. But some experts' [recommendations](#) can provide you with a few easy [rules to remember](#) on how to present your place in the best condition for it to be sold quickly and relieve you of the responsibility of paying for it while waiting for a buyer. These include:

- 1) Repair major (and some minor) items.

You may have visions of selling your place as a “fix-em-up,” but the truth of the matter is that there are not too many do-it-yourself builders out there with a burning desire to buy such properties, especially in relation to the rest of the population. Take the extra effort to patch holes, paint faded walls and oil squeaky doors, and you will discover how favorable an atmosphere this creates among homebuyers.

- 2) Clean up.

It should be an obvious fact from the start, but amazingly some home sellers think that the location of their houses alone are enough motivation for someone to want to purchase them, so there is no need to dust or polish. That's a very wrong assumption. First impressions count, and a person may have second thoughts if they see a house is in such poor condition that they will not want to move into it immediately. If you do not have the time or inclination, hire a cleaning crew to make everything look spic and span. Pay special attention to the bathrooms – potential homebuyers always do that.

- 3) “De-personalize.”

You can decrease your chance of sales success by reminding people you are still there. If someone comes to visit with the intention of buying, do not turn on the TV or play music to try to set a comfortable mood – that will only distract them. Pets and their toys (and hair) should be out of the house, while pictures of your family should be taken out as well, if possible.

And no matter how much you may want to meet the new homeowners, it is a wise idea to let the sales agent lead the tour of your house. Your presence, no matter how well intended, could intimidate potential buyers.

- 4) Clear closets and cabinets.

All that storage space you love to keep your clothes, kitchenware, knickknacks and so on. You do not have to move any of it, *but* you must make sure that everything inside them is stacked securely and properly. Visitors will check out these areas to see how much room is available, and if you leave them cluttered with the items located askew, it will not only block their view but also give the perception that they are not efficient storage areas.

These tips apply to your home's exterior as well as your interior. Take time to make them happen, and that little investment should pay big dividends in allowing you to divest yourself of your former property so that you can focus on your new home.

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