

## PREPARING YOUR HOME FOR SALE

Careful planning and prepping are necessary for your home to bring in a fast and top dollar sale. Here are some suggestions that will have our buyers scrambling for their checkbook!

### *1. De-Personalize*

The goal of a successful showing is to make the buyer feel at home. Pack up personal photographs and family heirlooms. We want the buyers to imagine their own photos and heirlooms on display. Having your personal items in view will distract the buyers into wondering more about you than your house.

### *2. De-Clutter*

We want the buyers to see how much space your home has to offer. Make sure all countertops contain the bare minimum of essentials. Keep regularly used items in a small box, conveniently hidden.

### *3. Rearrange Bedroom Closets and Kitchen Cabinets*

Buyers will search these spaces. Have your clothes neatly hung, i.e., all your shirts on matching hangers and facing the same way. Have all your spices in alphabetical order. These requests may seem a bit far-fetched, but the buyer will see how well you take care of your possessions and equate that with the maintenance of your home.

### *4. See the Light*

Move lamps to dark corners and arrange window treatments so that natural light floods your rooms. Brighter is better, and your space will look larger.

### *5. Don't Forget the Outdoors*

Spruce up your entryways, especially the one on a lockbox. Welcome mats and planters filled with seasonal flowers add a nice touch. If you have a porch, deck, or patio, clean the furniture and replace worn cushions. Look at the condition of your fence. Pressure washing, staining, and sealing will breathe new life into your garden space. Most importantly, have the garden/lawn regularly weeded, watered, and cut. Having the lawn edged adds a nice, polished look to your home.

### *6. Paint and elbow grease work wonders*

Fresh paint and a thorough cleaning will give you a great financial return. Neutral walls are your best bet when staging your home for sale. Do the door hinges need greasing? Having your home spotless will show how nicely you have maintained your home. Make sure your windows are so clean you could walk into them! Have the carpets shampooed and the floors polished. And don't forget room deodorizers in an appetizing scent. Vanilla is a safe bet.

### *7. Go Green*

Live plants can add a decorative flair, without spending a bundle. Plants and flowers really warm up the room and do make a difference.



*Dawn Pratt*

407-761-2663

WaterfordLakes@yahoo.com

<http://DawnPratt.yourKWagent.com>



**KELLER WILLIAMS**  
R E A L T Y

Advantage II Realty  
12301 Lake Underhill Road  
Suite 111  
Orlando, FL 32828