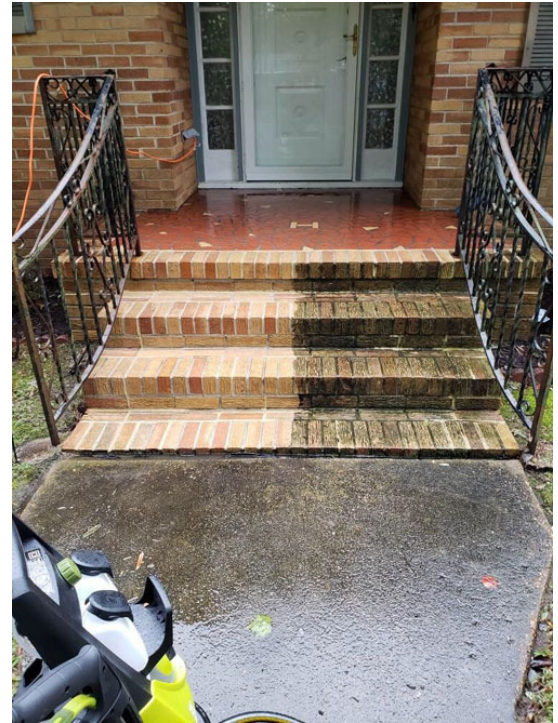


“ Simple Property Staging Tips That Most Sellers Can Do. “

What You Can Do Externally to Increase Curb Appeal!

- ◆ The most impactful thing you can do is simply tidy it up if needed. If you have mounds of tree and bush trimmings remove them along with old broken toys, broken garden equipment, general trash etc.
- ◆ If your driveway or path is dirty, give it a pressure wash. You can purchase the equipment at most large reputable stores. If for any reason you are not comfortable doing this, then pressure wash companies are not overly expensive and the clean paving and driveway can really add to the curb appeal.
- ◆ If you have a deck, hose it down or pressure wash if applicable and consider re-staining if needed.
- ◆ Mow the lawn, weed whack where needed and pull weeds from your flower beds or worse around your paving. Trim bushes so that they look more presentable and keep bushes away from touching the sides of the house.
- ◆ If you have flowerbeds, adding a fresh layer of mulch can really help make it look cared for.
- ◆ Consider adding a splash of color with vibrant colorful planted flowers or in pots, your local garden nursery should be able to advise on what plants are easy to take care of, depending on the season. This instantly raises curb appeal for most buyers.
- ◆ If safe to do so, consider cleaning out your gutters or have a contractor do it. Having grass grow in your gutter screams the impression that the house has been uncared for.
- ◆ Repainting the house would be a major undertaking and rarely needed unless it is in poor condition, however pressure washing off mildew would be worth doing and consider giving the front door a fresh coat of paint. Also remove any cobwebs and insect activity from the porch area.



Many homebuyers will either be put off entirely by a poor first impression of your house or tactically use it to overestimate the remedy cost of simple repairs or cleaning tasks and then heavily try to negotiate a large discount off the sales price. It will normally cost you far less taking care of these things before it goes on the market and improves the chances of a sale.

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What You Can Do Internally to Increase Appeal!

- ◆ Declutter! You want your home to look spacious, so remove anything not essential and keep it minimalist. This includes extra pieces of furniture, overflowing toy boxes, small household appliances, knick knacks etc. You should also neatly organize your closets as buyers are typically concerned about storage. Overflowing closets screams that they are too small.



- ◆ Depersonalize! You want buyers to envisage their own family living there but it is hard to do so if they see loads of family photos and personal items everywhere.
- ◆ Clean! Once you have decluttered and depersonalized, its time to have a hard look at your home and give it a good spring clean. This is particularly important for the bathroom and kitchen which are often scrutinized and often have stronger lighting to show dirt and dust. Don't forget your ceiling fans and lights!
- ◆ DIY. There is likely several tasks that need attention. This could be a small hole in the wall from a teenager, a dripping faucet, a broken cabinet hinge, a damaged tile or fixture. These will stand out to buyers and if they have a house inspection may be used against you to negotiate a lesser sale price.
- ◆ Touch up paint if needed, particularly high traffic areas where scuff marks and chipped paint are more evident. Consider repainting any rooms that have not been done in a while. Paint and brushes are cheap and freshly painted walls can have a dramatic effect to a home's appeal.
- ◆ Remove evidence of pets. As much as we love them, buyers may not and you can often see buyers start sniffing as they wonder of your pet has had any accidents on the carpet. Obviously carpet replacement can be a considerable expense but if your carpets are not in the best condition they it may be worth the investment.
- ◆ Consider adding a splash of color with vibrant colorful planted flowers or in pots, your local garden nursery should be able to advise on what plants are easy to take care of, depending on the season. This instantly raises curb appeal for most buyers.

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What You Can Do Internally to Increase Appeal!

- ◆ Clean out and organize your garage. Stuffed garages suggests the home is too small. Also, Floridian car owners typically prefer to keep their cars in a garage to avoid sun damage, so let them see the space. If you have a spacious looking garage, they will envisage either parking their car in there or potentially a place where they can do their hobbies, kids store their bikes etc. The key is to make every aspect of your home look spacious.
- ◆ Ensure that any window dressings do not block light and that your windows are clean. Light airy rooms really add appeal. If you have a room or corner where natural light is not abundant then use a lamp to provide illumination.
- ◆ Re-caulk any tubs, showers, sinks as often they will have some mildew spots or staining. Also, re-grout any tiles with missing grout. It is typically inexpensive but gives a fresh clean look to your fixtures.

These are just some of the things that can be done to increase your homes appeal to a buyer to help get top dollar and a fast sale. However, not everything is cut and dried e.g. Should you keep that expensive bathroom mural you had custom painted or paint over it?

If you are not already working with a Real Estate Agent and wish more information, simply call Sales Associate and REALTOR®, Eleanor Barr LLC, details below.