

## You don't get a second Chance to Make a First Impression

### Why Staging is a Good Idea!

In today's fast paced real estate market, it is important when selling your home to have it look its best.

Savvy buyers are educated and informed before they start house hunting. Most buyers not longer have time for "fixer uppers". They want to purchase a home they can call home the moment they take possession of the keys.

If your home is in top condition and shows better than the competition, it will sell quickly and for top dollar. Most home owners have a difficult time looking objectively at their own home and the work required to get it in shape. Remember! Most buyers' buy on emotion. A small investment in hiring an objective 3<sup>rd</sup> party (with experience) can add thousands of dollars to your bottom line sale price.

Here are some tips from Angie Chapman, IDDP, ISRP of Interiors Just for You.

#### **The following are items that should be addressed by any homeowner**

- Remember, you are appealing to a Buyer's senses. When you are selling your home ask yourself, does my home look, smell, sound (no pings or pangs) and feel appealing? If you can answer this question with a **YES**, then you are ready to sell!
- Try to view your home objectively, as if you are seeing it for the first time
- Consider having a home inspection completed by a reputable Home Inspector to eliminate any surprises at offer time
- The ultimate goal is to sell your home in a short time for the largest dollar amount the market will allow
- When you are getting ready to sell your home, it is the perfect time to start packing items not used on a daily basis. Not only does this reduce clutter in your home, but you have the added advantage of starting the moving process, by beginning the tedious job of packing.
- A few areas inside your home to prepare your home for sale: Wash windows, floors, baseboards and walls. Vacuum carpets. Update your decor by painting walls in neutral colours. Wild colours are overwhelming for most buyers. Keep all bathrooms neat and tidy. Caulk around bathtubs and windows. Kitchen counters and appliances should be clean and tidy. Keep refrigerator clear of photos, magnets and personal items. Tidy all bedrooms and closets. Make beds. Keep laundry in hampers and not on floors. Keep clean clothes

hung in closet or in dresser drawers. Children's toys stored in bins, not on the floor.

- Be sure Buyers can walk around your home unencumbered by items on the floor, for example, children's toys and clothing.
- The exterior of your home should be visually more appealing than the competition
- Wash all windows, screens, doors
- Repair or replace shingles on the roof
- Secure all downspouts. Clean eaves troughs
- During the winter months, be sure to clear driveway, walkways, decks and patios of snow
- Repaint any areas requiring new paint
- Repair fences, sheds, outdoor structures
- Landscaping adds visual appeal to the exterior of your home. Add potted plants, bushes, perennial gardens.

**For more information about Staging, Decorating or to speak with Angie Chapman about getting your home ready to list, visit Angie at**

**[www.interiorsjustforyou.com](http://www.interiorsjustforyou.com)**