



# 29 TIPS FOR SELLING YOUR HOME FAST

1. Stimulate buyer's imaginations by setting up scenes throughout the house, such as a chess game in the corner of your family room.
2. Create a spacious feeling while Realtors are showing your house by opening all doors and blinds.
3. Use folded quilts, bright colored pillows, and fresh flowers to draw attention to the positives.
4. A bright colored umbrella on the deck or back patio invites buyers to use the backyard.
5. Disguise unsightly views. Remove dark, heavy drapes and replace with light sheers; let breeze blow in and move the sheers.
6. Eliminate bad odors. Breathe fresh outside air, then go inside and hunt down offensive odors. Use Lysol, potpourri, carpet fresheners, deodorized cat litter, and cedar chip blocks in your closet.
7. Warm up some cinnamon sprinkled on a baking sheet before showings for that "fresh baked" smell.
8. Never deny showings, even when its inconvenient to leave.
9. Make the interior of your home visible from the exterior—keep windows clean, screen doors open, lights on.
10. If possible, put a swing on the front porch with colorful pillows.





**11.** Place photos of your family enjoying the home in three different places around the house.

**12.** Make sure the entry level floor makes a good first impression.

**13.** Clean out the closet nearest the front entryway; make it appear spacious with empty hangers for winter coats.

**14.** Highlight the fireplace if you have one. Add color by putting flowers on the mantle, or have a fire going if the weather is cool enough.

**15.** Disguise unsightly views. Remove dark, heavy drapes and replace with light sheers; let breeze blow in and move the sheers.

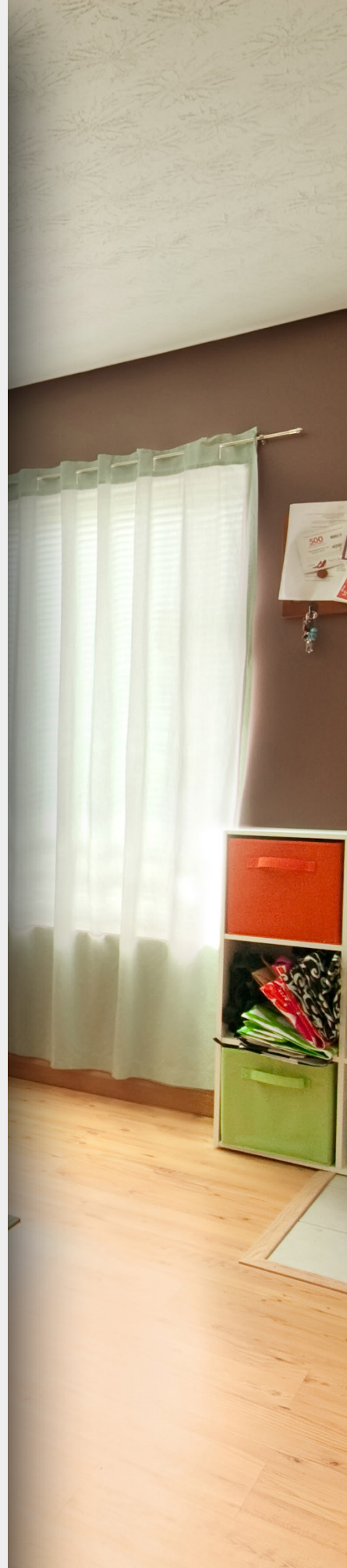
**16.** Stand about 30 feet outside the front door and evaluate the feeling you get from looking at your house. It should be warm, inviting, and feel like home.

**17.** Set the dining room table. Make it emotional (homey) and appropriate for the season.

**18.** Avoid eccentricities such as beads in doorways, wild posters, dark walls, mirrored ceilings, sacred temples, etc. Your house should appeal to the masses.

**19.** Keep your front door area (inside and outside) clean and uncluttered. Buy a new doormat to welcome guests. Clean the brass door knockers and place potted flowers on the front porch. Color is important.

**20.** Make sure all windows are crystal clean.





21. Create extra counter space by storing appliances, dish racks, etc.

22. De-personalize teenagers' rooms; not everyone has teens or likes their taste in decorations.

23. Have fresh flowers in the house to give a feeling of life in the home.

24. Increase the wattage of light bulbs in the basement, garage, and laundry room.

25. Add a neutral coat of fresh paint.

26. Have the carpet professionally cleaned.

27. Leave your house during all showings.

28. Take all pets with you during showings.

29. Ask for help to see your home from a buyer's point of view. Ask someone who can be objective and give honest advice on their impression of your home. A real estate agent is a good choice.

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