

## 6 tips to get your home ready to sell (without going crazy)

You've decided to sell your home! On the one hand, it's very exciting, but on the other, you're already getting stressed. We've created these six easy stress relieving tips to help you get your home ready to sell.

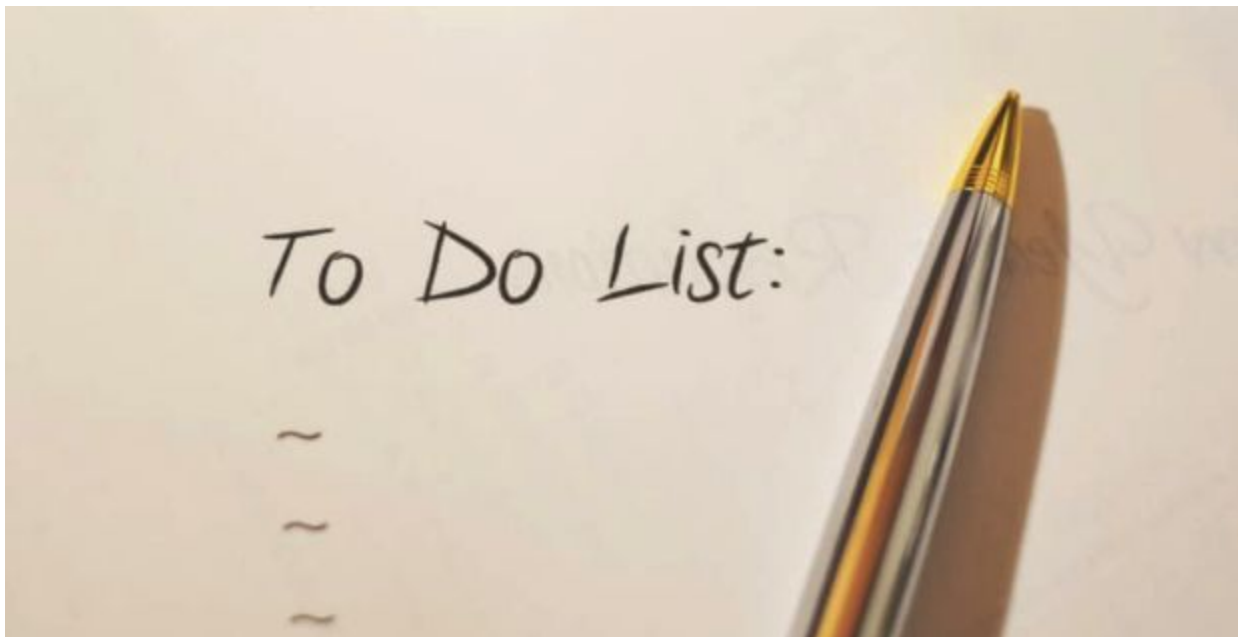


- 1. Meet with your realtor.** Decide an overall gameplan. For example, do you want to sell fast with minimal preparation? Or would you rather have your home looking it's very best for top dollar?
- 2. Set a target date** to have your home ready to show. There is going to be a lot to do. In fact, probably much more than you ever imagined. But that's OK. Just having a realistic view of the project will help you immensely. Now the real fun (and work) begins!

**3. Walk through with realtor.** Your realtor will know what must be fixed, what would be nice to have fixed, and what is fine the way it is.

- Go through each room.
- Have your realtor tell you what needs to be fixed before listing.
- Take lots of notes.
- Ask for referrals of handymen, painters, and house cleaners.

**4. Create a to-do list.** You can do this in excel or pen and paper – whatever works best. Have it organized into specific categories. An easy way to do this is just walk through each room and list out what needs to be done.



Here's an example:

**Livingroom** – touch up baseboards, clean carpets & blinds

**Master bathroom** – install new flooring, clean tile

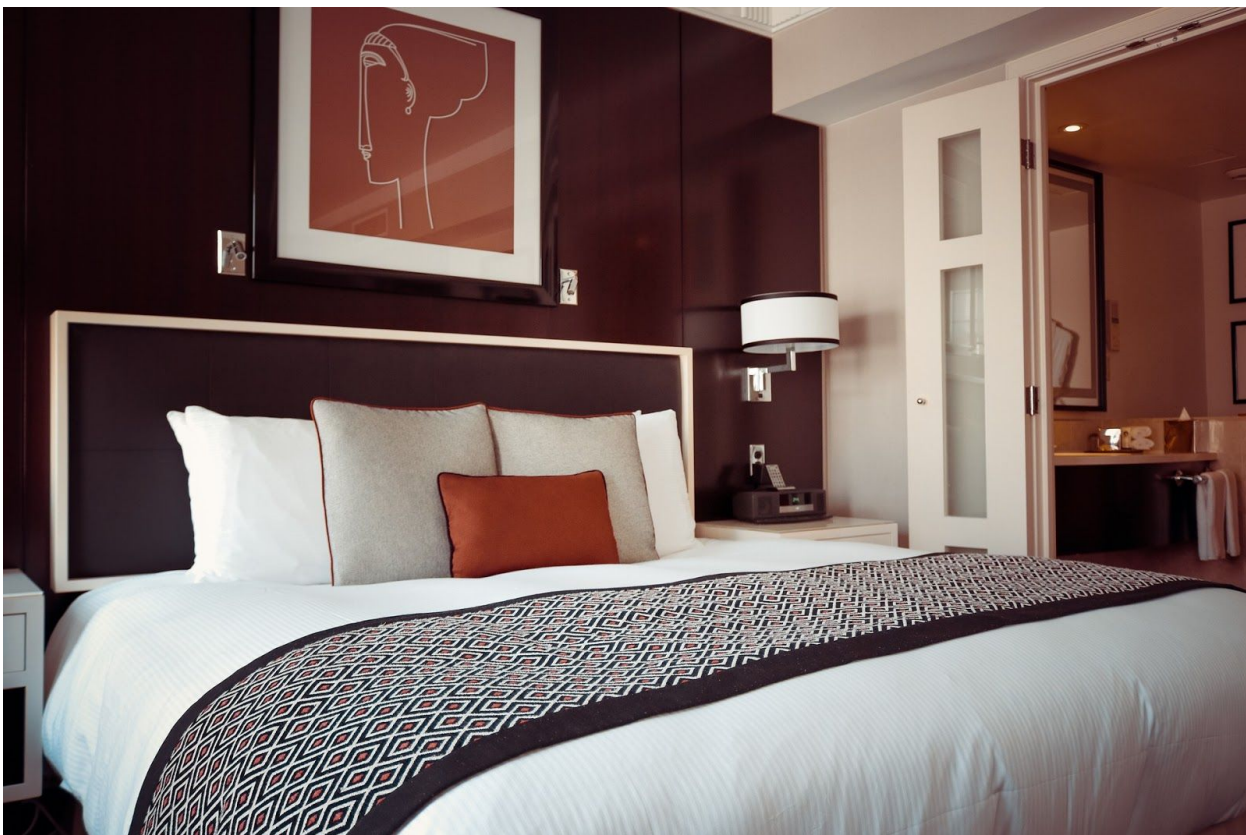
**Garage** – remove oil drops off cement, get rid of junk

Once you have all the things that need to be done listed, you can divide the list into who does it.

**5. Declutter.** This is one of the least expensive things you can do. And it makes the most difference. This is one of the cheapest things you can do that makes the most difference.

You want your prospective buyer to see your *home*; not all the knick-knacks you've been collecting the past 15 years.

Think of an upscale hotel like the Hilton. Picture how neat, clean and uncluttered it is. That's what you need.



Depending upon your time frame you can either have garage sales or just donate what you don't want. That's a personal choice. You may want the extra money, or it

might bug you to have people pawing through your stuff at a garage sale. Timing is also a big consideration. If you're short on time, having garage sales might not be the best thing. They are very time-consuming.

If you have quite a bit of stuff to donate - some non-profits will actually come to your home for a pickup. Make sure you get receipts for tax purposes.

**6. Rent a storage unit.** This is a smart idea many people don't consider it But, it can help get your home uncluttered fast. For example, maybe you are going to be downsizing. You have some family pieces you'd like to pass down to your kids, but they live out of town. Just store them.

You can also use the storage for out of season clothes you won't need for a while. Paring down your closets makes them look bigger and more inviting.

**Next in our series:** How to choose a reliable moving company