

The Importance of Making your Home Presentable Pre-sale-- And Some Pointers for Doing So

If you want to sell your home quickly for the highest possible offer, it's important to make sure your home is presentable. Your home might be large and beautiful, but if it isn't clean or needs repairs, people won't be interested. You've probably heard people say that being a chef is only half about talent; the other half is about presentation. Selling a home is almost entirely about presentation, so make sure you do it the right way.

Making your home presentable isn't the ominous task it might sound like. A few simple things will make a big difference in how your home is perceived by potential buyers. Marina Rigenco, real estate agent for over 15 years, has some key advice to help you get started:

1. **Keep it clean--** you're probably not a slob normally, but your house should be the cleanest it can be when potential buyers show up to assess the property. Make sure you're doing laundry regularly, cleaning the fridge and taking out the garbage. Your house needs to look and smell clean to impress buyers—they don't want to be cleaning up your mess before they move in.
2. **Organize--** are your papers usually left in untidy stacks around the house? Hide them away in file folders to keep them out of view so your home feels clutter free. Clutter causes stress, even if it's only seen for a moment. Even putting these papers in a shoe box and hiding it under your bed can make a big difference.
3. **Details, details, details--** small changes can make a big difference in how potential buyers see your home. Attack the bathroom counter with bleach until it looks like it did when you moved in. Replace old doorknobs and cabinet hardware. Upgrade the light switches. Double check the baseboards and corners of your home to make sure the paint isn't chipping anywhere. Use some lemon oil and make the wooden accents in your home shine. Pay attention to every detail and you'll find it paying off soon enough.
4. **Whack those weeds--** your front yard is the first thing people see. Your backyard might be the deciding factor that sells your house. If you're already preparing to sell your house, this isn't the time to start a major landscaping project, but maintenance is important. Get rid of any weeds, mow the lawn, water the flowers. If you have the time, stop by a flower shop and grab a new plant or two for your garden. Choose something aesthetically pleasing and if possible place it near the entrance of your home to give potential buyers a welcoming experience.

Of course, making your home presentable is only one important factor in selling your home, and an experienced real estate agent might suggest more changes to make it an easier sell. For the best chance of selling your home at the price you want, call realtor Marina Rigenco today at 647-834-2292.