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Thinking about selling your home?

Here are some of my favorite strategies to make the process smooth, profitable and fast.

1. The First Impression is Vital



As the saying goes, first impressions matter. The exterior of your home is the first thing potential buyers will see, and it can make or break their decision to view the property.

Make sure your home's exterior is clean, tidy, and welcoming. Plant some flowers, trim the hedges, and give your front door a fresh coat of paint. Creating an inviting entrance will set the tone for the rest of the viewing.

2. Always Be Ready to Show



When selling a home, you want to make it as easy as possible for potential buyers to view it. Keep your home clean and tidy at all times, and be prepared for last-minute showings.

Don't leave dishes in the sink, keep the bathrooms sparkling, and make sure there are no dust bunnies in the corners. It may be inconvenient, but it will increase your chances of selling your home quickly.

3. The Kitchen Can Sell the Home



The kitchen is one of the most important rooms in the house when it comes to selling. It's the heart of the home, and buyers want to see a modern, functional space.

You don't have to do a complete remodel, but some updates can go a long way. Consider painting the cabinets, replacing the hardware, and upgrading one or two appliances to give the kitchen a fresh, modern look.

4. Depersonalize Your House



When potential buyers view your home, they want to be able to envision themselves living there. This can be difficult if your home is filled with personal items such as family photos or collectibles.

To make it easier for buyers to imagine themselves in your home, remove personal items and declutter. Consider hiring a home stager to help you maximize your home's potential.

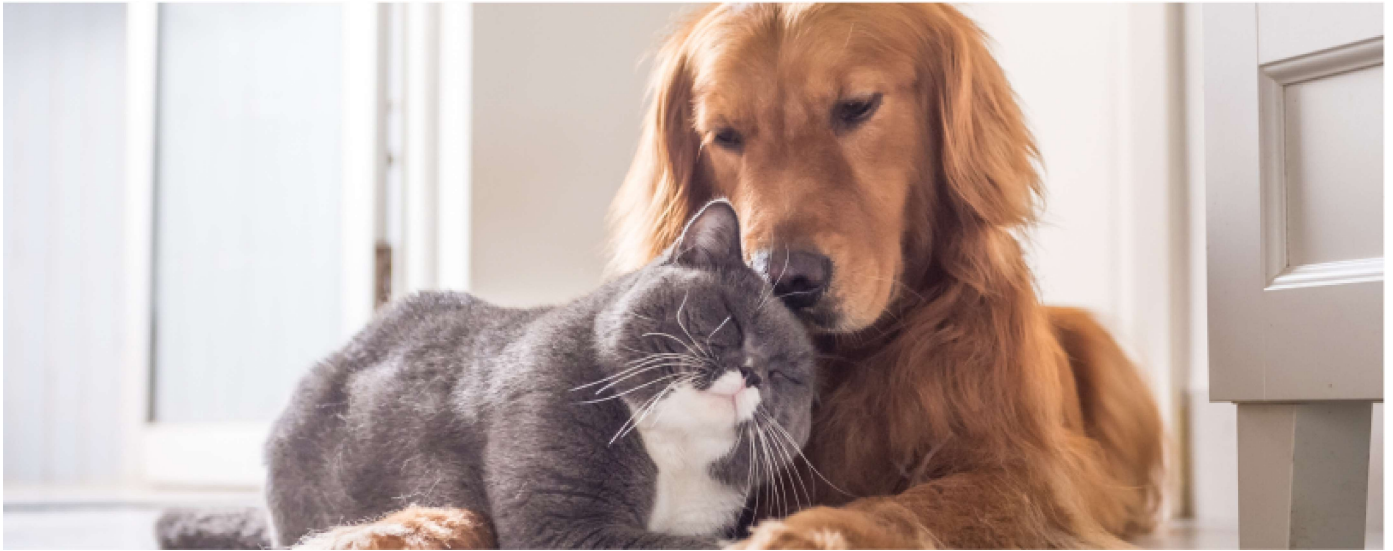
5. Don't Go Crazy with Upgrades



While it's important to make some updates to your home before selling, it's also important not to go overboard. Mammoth makeovers may not pay off in the end, and you may not recoup your investment.

Instead, focus on quick fixes such as a fresh coat of paint, new curtains, and updated hardware. These updates will make your home look fresh and modern without breaking the bank.

6. Conceal the Pets



Not everyone is a pet lover, and potential buyers may be turned off by the presence of animals in your home.

Make sure to send your pets to a pet hotel or a friend's house during an open house or viewing. This will prevent any unpleasant smells or messes from turning off buyers.

7. Find the Right Agent



Choosing the right real estate agent is crucial to selling your home quickly and for the best value.

Look for an agent who is tech-savvy and has a strong online presence. They should be familiar with your neighborhood and have experience selling homes similar to yours. Don't be afraid to interview multiple agents to find the right fit.

8. Keep it Bright



Good lighting is essential when it comes to selling your home. Make sure your home is bright and cheery by taking down heavy drapes, cleaning the windows, and increasing the wattage of your light bulbs.

You can also cut back bushes and trees outside to let in more natural light. A bright and cheery home is more inviting and will make it more sellable.

9. Half-Empty Closets



Storage is a top priority for many buyers, and you can make your home more appealing by showcasing the storage space you have available.

Take half the stuff out of your closets and neatly organize what's left. Buyers will appreciate the extra space and be able to visualize their own belongings in the closet.

10. Price it Right From the Beginning



Pricing your home correctly is crucial to a successful sale. While it may be tempting to price your home high, it's important to be realistic.

Research the market and find out what similar homes in your area are selling for. Consider pricing your home 15 to 20 percent lower than the competition. This will attract more potential buyers and may even lead to multiple bids and a higher sale price.

In conclusion, selling a home can be a challenging process, but with the right strategies, you can make it a successful one. By following these top 10 selling secrets, you can increase your chances of selling your home quickly and for the best value. Remember to take the time to prepare your home, choose the right agent, and price it correctly.

Virginia Lindsay

**Looking to sell your home?
Let's
have a conversation.**

Bay Village, OH