

Addison County Real Estate

Your Web portal to old-fashioned service & values

Preparing your house to sell...

Remember, first impressions count, so you'll want to do things that'll enhance your home's perceived value. Rearrange furniture to make a room appear larger, and concentrate your efforts on key areas, such as the kitchen, family room, and bedrooms.

Make your Home Inviting:

- **Make A List:** Identify areas that require minor repairs, clean-up, or improving.
- **Clean up Clutter:** Keep the kitchen sink free of dishes, clear countertops in the kitchen and bathrooms, and keep rooms uncluttered. Put away extra family photos and knick-knacks... anything that would distract a buyer from looking at the house. Pack extra unneeded items into neatly labeled boxes and stack in a corner of the garage or basement (or offsite) to free up extra space in living areas, making them appear larger. Neatly arrange closets and storage areas – buyers may look inside.
- **Clean the House Thoroughly:** Take the time to make bathrooms and kitchens sparkle, have carpets cleaned or cover major wear spots or unremovable stains with a complimentary throw rug.
- **A Little Paint Goes a Long Way:** Consider repainting rooms in light, neutral colors to make them look clean and fresh.
- **Arrange Furniture for Spaciousness:** Remove extra unwanted furniture and arrange remaining pieces in a way that creates smooth traffic flow.
- **Perform Minor Repairs If Needed:** Take a hard look at your home and see it from a buyers perspective, fix any items that would draw negative attention. Change lightbulbs to ones with highest wattage available for the fixture, the extra light will brighten up spaces and make them appear larger.
- **Outside:** Put away lawn equipment and gardening tools. Neatly arrange outdoor items such as firewood or furniture. Make sure lawn is mowed and trimmed. Plant flowers and mulch beds, add some containers of colorful flowers to brighten up your porch, deck or yard.
- **Don't skip the garage and basement:** Keep floors clean and swept. Keep spaces looking uncluttered and neat. Clear off shelves and pack up anything you don't need and stack in neatly labeled boxes in an out-of-the-way spot or move offsite if possible.

- **Reduce Odors :** Grind a piece of lemon or other citrus fruit in your garbage disposal to eliminate lingering food odors and be sure to take out the trash. To give your home a pleasant smell, bake cookies or bread, burn mild candles or potpourri, or boil a pot of cinnamon sticks
- **Silence Is Golden:** Turn off the television and radio.
- **Take Pets For A Ride:** Take your pets for a car ride or long walk, or bring them to a friends temporarily while your house is being shown

Decorate your Home to Sell:

When selling a home, the rooms should look sleek, clean and devoid of any personality. Although that sounds strong, potential buyers want to picture themselves in your home--not you. Personal items such as toothbrushes in the bathroom and family pictures should be removed. The house should be updated and not cluttered with out-of-date items and furniture.

- Arrange the furniture so the rooms look as spacious as possible.
- Add color and fragrance to any room with fresh flowers.
- Put a bowl of fresh fruit in the kitchen.
- Display fresh towels and guest soaps in bathrooms.
- Put new logs in the fireplace.
- Set your dining room table with color-coordinated place mats and table settings.
- Put out a new doormat.
- Open drapes and pull up shades.
- Replace light bulbs with the highest-wattage bulbs your fixtures will allow. Turn on the lights to make rooms seem brighter and larger.

What to do During a Showing:

Plan to be gone (and take your pets) while your realtor shows your house so that prospective buyers will discuss your home openly with your agent. If you can't leave, let your agent do the talking. He or she can discuss price, terms, possession and other factors, as well as handle objections or questions.

- If you must be present, be polite to prospective buyers but avoid conversations.
- Don't apologize for the appearance of the condition of your home. You may be calling attention to things the buyer had overlooked.
- Don't complicate the sale of the home by tacking on drapes, furniture, rugs, etc. If the buyers want these things, they can ask you for them.



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