



10 CRITICAL STEPS YOU MUST Take Before Selling Your House

If you are planning to sell your house, then here's some good news: sales of existing homes still remain strong, accounting for more than 90% of all the houses sold in the US real estate market for the past decade.

But before you start listing your house for sale, have you ever wondered how existing homes compete with brand new properties? These few but very important changes will make your house sell faster instead of letting it sit on the market for months.

Have a full home inspection

A full home inspection will give you a better understanding of the real condition of your home. Chances are, there are a few items around the house that could use an improvement or an upgrade. No matter how well-maintained you think your home is, wear and tear is inevitable. Avoid headaches and surprises from the buyer's own inspection by adopting a preventative maintenance approach. Have all the plumbing fixtures checked as well as the heating and cooling systems?



Make the necessary repairs

After your house has been professionally inspected, you will be able to assess which areas need immediate attention to be either repaired or replaced. Critical repairs include the plumbing systems, heater, the roof, and anything that compromises the structure of the house.

Update your home fixtures

Some home fixtures give clues on how old the house really is. Heavy, fringed curtains, flowery wallpapers, brass lamps, old door knobs and handles, patterned vinyl flooring, and tiled kitchen counters all scream the '80s and '90s. Update the look of your home by replacing these



De-clutter

Clear your surroundings from visual clutter. Remove as many personal belongings as you can, and put them away in a storage unit. Buyers need to see that your house is move-in ready, so make it look as welcoming as possible.

Repaint the walls

A newly repainted house gives a rejuvenating vibe, making the place look as good as new. Paint eliminates odors which may have been left by pets, as well as markings made by children.



Refurbish the carpet/flooring

A deep, steam clean will make a carpet feel and smell better. A worn-out carpet, however, needs to be replaced. For wooden floors, sanding and re-buffing will give it an inexpensive yet renovated look.

Get a pre-sale cleaning service

A professional cleaning service can make your home look as pristine as the ones you see in magazines. These cleaners use high-quality tools and equipment to make your glass windows sparkle, your countertops shine, and your rooms look serene.



Spruce up your home landscaping

Buyers will notice your landscaping before they even set foot in your house. In Bryan County (Oklahoma), for example, there are 232 sunny days in a year, so buyers here can always expect a lush, green yard. Landscaping is a great way to improve your home's curb appeal, making it look more inviting.

Do a house staging

The National Association of Realtors revealed that "for every \$100 invested in staging, the potential return is \$400." It is also believed that staged homes sell faster than empty homes; because it helps the buyers feel how it's like living in the house.



Ask help from a local real estate agent

After you have done all the needed improvements, a local real estate agent can help you determine the fair value of your home. Hence, you can avoid pricing it too much and scare buyers away.

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