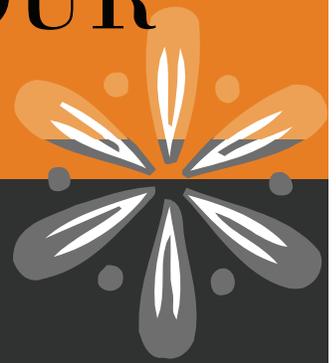


# HOW TO PREPARE YOUR HOUSE FOR SALE



1. **Disassociate Yourself With Your Home** Make the mental decision to “let go” of your emotions and focus on the fact that soon this house will no longer be yours. Say goodbye to every room. Don’t look backwards – look forward.
2. **De-Personalize** - pack up your personal photos & family heirlooms. You want the buyer to say, “I can see myself living here.”
3. **De-Clutter** – if you haven’t used it in over a year you probably don’t need it. If you don’t need it, why not donate it or throw it away. Think of this process as a head start on the packing process. You will have to do it anyway.
4. **Rearrange Closets And Cabinets** - buyers love to snoop. Imagine what a buyer believes about you if everything is organized. It probably says you take good care of the rest of the house.
5. **Rent A Storage Unit** – remove pieces of furniture that block or hamper paths or walkways, put them in storage. Remove extra leaves from your dining room table to make the room appear larger. Leave just enough furniture to showcase the room.
6. **Remove/Replace Favorite Items** – if you want to take the window coverings or the chandelier your great grandmother gave you take them now and replace them if necessary. If the buyer never sees it they won’t want it.
7. **Make Minor Repairs** – patch holes in walls, fix leaky faucets, replace burned out light bulbs. Consider painting your walls neutral colors. If you have considered replacing the worn out bedspread do it now.
8. **Make The House Sparkle** – wash windows inside and out, polish chrome fixtures and mirrors, re-caulk the tub, shower and sinks, clean out the refrigerator and vacuum and dust daily. Clean ceiling fan blades and light fixtures. Hang fresh towels and replace worn out rugs.
9. **Scrutinize** – go outside and open your front door. Stand there. Do you want to go inside? Does the house welcome you? Linger in the doorway of every single room and imagine how your house will look to the buyer.
10. **Check Curb Appeal** – the buyer won’t get out of the agents car if she doesn’t like the exterior of the home. Keep the sidewalks cleared, mow your lawn, plant yellow flowers or group flowerpots together (yellow evokes a buying emotion). Trim your bushes and make sure visitors can clearly read your house number.



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