

# Spring Selling Tips



## Monitor the Market

This first step is key for first time sellers. Research national trends as well as local, just because national trends are saying one thing it doesn't mean they'll be the same in your neighborhood. For example, if you live in a popular market outside a larger city it's likely your home won't stay on the market long. Talk to your real estate agent for the best strategy to sell your home. Springtime is great for selling, so if you're thinking about taking the plunge, now is the time.

## Clean Out & Pack Up

This goes beyond your typical spring cleaning. Clear out all your unnecessary clutter and organize your belongings. Start putting away personal items such as collectibles or family photos, this will make it easier when it comes time to photograph your home and hold open houses. Now is also an ideal time to pack up your winter belongings and set them aside. The less packing you have to do later on the better.

This is also a good time to mentally separate yourself from the home. For many homeowners, the house you live in becomes an integral part of your life. Take the time to "say goodbye" to the house and take photos of things you want to remember. While packing, make sure to label each box so unpacking in your new house will be much easier!

## Fix Up & Freshen Up

If you've been putting off repairing or redecorating a part of your home, this is the time to get it done. While that leaky faucet or finicky light fixture may not bother you, potential buyers will notice. Have your heating and cooling systems checked as well as your septic, water, and other systems that need routine maintenance. Address any necessary problems, and consider making some updates to lack-luster parts of your home.

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## Fix Up & Freshen Up (cont.)

Painting your walls a neutral color can help buyers see the home as a blank canvas for them to add a personal touch to. In other parts of your home, prioritize what you think needs the most attention. Typical investments homeowners make before they sell are the kitchen, bathroom, and appliances.

For homeowners not looking to spend a lot of money, flooring, cabinets, and countertops are relatively simple updates that can add a lot of value to your home. If you have some time before you need to list, you can even make some of the changes yourself if you have the right skills, you can also ask your real estate agent for recommendations for professionals to work with.

## Liven Up the Landscape

The outside of your home is the first impression potential buyers will have. Keep your grass trimmed and maintain any trees or shrubs you may have. Consider placing some potted plants on your porch or outside your door to create a more inviting atmosphere. Don't overdo it on the seasonal decorations, your home may be on the market for multiple seasons so you want to keep things simple and classic.

Painting your front door is also a great way to create curb appeal, look for a more classic color that contrasts the house paint. This can help your home stand out on your block as well as make it more memorable for potential buyers. Consider painting your shutters as well or updating the doorknobs and lighting fixtures in the front of your home.

Following these tips can help you get your home ready for sale without the stress! Be sure to contact your real estate agent for home professional referrals as well as assistance in prepping your home for open houses and the sale!