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## Ideas to Make Your Home More Saleable

1. Always look at a home from the Buyer's point of view. Be objective and be honest.
2. Create a spacious feeling, at least while showing the house. All doors must be open all the way.
3. Disguise unsightly views. No dark, heavy drapes. Use light sheers, and let the breeze blow in and move them.
4. Eliminate bad odors. Take a breath of fresh air, go inside, and go on a witch hunt. Freely use Lysol, potpourri, carpet freshener, deodorize cat litter, and cedar chips inside the closet.
5. Make sure the front door area is very clean and not cluttered. New door mat (avoid cute-saying door mats), clean door knocker, and potted flowers on porch. Color is important.
6. Avoid eccentricities. Beads in doorway, wild posters, dark walls, mirrored ceilings, sacred temples, red/gold wallpaper, jars of bugs/spiders, eggs of snakes, etc. House must appeal to the masses.
7. Have a garage sale before home is listed.
8. Find the fine line between clutter and emptiness.
9. Make interior of home visual from exterior -- windows clean, screen doors open, lights on, music on.
10. Place photos of your family enjoying your home in at least 3 places around the house.
11. Entry floor should be in good shape. First impressions are important.
12. Clean out closet nearest Entry. Make it spacious and with hangers to visualize for winter coats.
13. Highlight the fireplace. Add color, put flowers on mantle or have a fire going (if weather permits).
14. Stand outside your front door, approximately 30 feet away, and evaluate the "feeling" you get. Is it warm and does it feel like home?
15. Set the Dining Room table. Make it look inviting and set it for the time of day, if possible.
16. Make sure all windows are crystal clean.
17. Create counter space. Store extra appliances away -- no dish racks, cleansers, etc.
18. De-personalize teenager's room. Not everyone likes the current "band" displayed on a wall poster.
19. Have fresh flowers in house, giving a feel of life in the home.
20. Increase wattage in light bulbs in the Laundry Room, Kitchen and Bathrooms.
21. Remove magnets from refrigerator.