



How to give your home a face-lift: THE SELLERS' GUIDE TO A QUICK SELL



One of the great challenges to selling a home can be showing all of its space, decor and natural light potential. For example, every home has crowded closets and dead space. Sellers should be aware that areas such as these are easy to spruce-up with a little elbow grease and old-fashioned innovation.

Begin by evaluating your closet/storage space, determine which areas can cut-down in clutter. Go through old clothes, shoes, etc., and get rid of anything that will not be used, and in turn create more space. Consider organizing shelves and other areas to make better use of your storage space, including your garage and basement. Also, try to throw out or give away any old furniture that is no longer of use. All of the discarded items can be given to Goodwill, Salvation Army or even sold at a yard sale.

Although most sellers keep their homes clean and well-decorated, it can be difficult to convince a buyer of a home's potential when clutter is noticeable. As a professional Realtor, it's my responsibility to offer any tips that will expedite the sale and make the experience more enjoyable for the seller.

Once you've eliminated the unwanted items and furniture, begin the 'renovation' process. For non-storage spaces that could use a little more decor, consider adding a small bookshelf complemented with a cozy reading chair. **Always be sure you're filtering as much light into your property as possible.** Open or replace curtains. For example, light from a window overlooking the backyard offers a room more color, a great view and the illusion of more space.



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Specialized in Residential Properties in the SF Mid-Peninsula Cities

My clients are extremely satisfied with my thorough performance, results, and exceptional service. I am well known for a professional "nothing is impossible" philosophy among friends and peers.



Member of the San Mateo Association of Realtors (SAMCAR), the California Association of Realtors (CAR) and the National Association of Realtors (NAR).

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Summary:

- **BEGIN BY EVALUATING YOUR CLOSET/ STORAGE SPACE, DETERMINE WHICH AREAS CAN CUT-DOWN IN CLUTTER.**
- **ONCE YOU'VE ELIMINATED THE UNWANTED ITEMS AND FURNITURE, BEGIN THE "RENOVATION" PROCESS.**
- **PROSPECTIVE BUYERS ARE OFTEN MORE DRAWN TO HOMES WITH FEATURES THAT THEY DON'T HAVE, OPEN SUNNY ROOMS, AND COZY LITTLE CORNERS.**

Always maximize the potential of existing decor; wash old curtains, re-stain old wood casings, do anything that refreshes and emphasizes all the potential of the space and decor of the home.

Prospective buyers are often more drawn to homes with features that they don't have, those with clutter-free closets, open sunny rooms, and cozy little corners. **To ensure you've realized all of the above characteristics the last step should be to bring in a friend and observe their reaction.** Make sure it's an honest friend, who will offer suggestions as well as notice the improvements. Seeing your own home through someone else's eyes is a great way to make a home optimally attractive and more sellable to prospective buyers.

Be diligent in your efforts and be sure the renovations improve the aesthetic appeal of the home. All the hard work will be worth the reward of a successful sale.

**Let us help drive your next success!
For more information, please feel free to contact me directly.**

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