

Getting your house ready to sell  
Give your home a face-lift and curb appeal  
By Mary Hart

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Shows like “Flip that House” are all about completely renovating a house to sell it by tearing down walls, pulling up floors and giving the home a full face-lift of sorts. But, what if you’re an average Joe who wants to put his house up for sale? You most likely don’t have the funds nor the help of a professional team to completely renovate your house, but there are ways to make it look its very best – and some of these ways are very inexpensive to do. You might even like how your “new” house looks so much that you’ll change your mind about wanting to sell!

When a prospective buyer drives by your house, the first thing they’re going to see is the outside of it, so that’s where you need to focus your attention first. “Give your house as much curb appeal as you can,” says Bill Buck, Broker/Owner of Stone Wall Real Estate. “Freshen up the paint on the windows, doors, doorknobs and trim, so it all looks neat and clean. You can also utilize seasonal flowering and décor to give a festive look to your home. Mums are coming into full bloom in the next few weeks and are a great addition to landscaping and outdoor decorating.” Seasonal decorations will give your home a festive, happy look and isn’t that how you want buyers to feel when they see your house?

Inside your house, get rid of the clutter. “You should aim for an uncluttered house, especially in your closets and kitchens, where things tend to pile up,” says Buck. “Get rid of the stuff that’s junk or you just don’t use anymore through a garage sale, or just toss it out.” If there are items that you want/need to keep, look into renting a storage pod that will hold your items until you’re ready to move.

Bar none, the quickest way to freshen up your home is with “a fresh coat of paint on the walls in the hallways and foyers, where people walk through the most,” says Buck. Or, simply wash the walls to rid them of any dog or cat hair or your child’s jelly-smear hand prints. You’ll be amazed by how different your home will look with fresh, clean walls.

“A clean home shows so much better than a dirty, cluttered one,” says Buck. Think about it – would you be more inclined to buy a house that’s clean and looks great, or one that has piles of clothes and toys strewn about with a dirty kitchen floor. That’s an easy answer. If you don’t have the time to spend cleaning thoroughly, look into hiring a professional cleaning company. They’ll scrub every section of your house from top to bottom and it will most likely be the cleanest your house has ever been besides the day you moved in.

One additional tip for getting your house ready to sell, especially at this time of year: “Bake some home made bread or apple pie,” says Buck. Those smells evoke a homey atmosphere that will lure buyers in. Don’t have time for baking? Many candles have the same aroma, and should have the same affect.

For more information on getting your house ready to sell or listing your house, contact Bill Buck at Stone Wall Real Estate in Andover, MA at 978-475-0077 x202 or check them out at [stonewallre.com](http://stonewallre.com)