

# Fifteen Tricks To Sell Your Home Quickly

Spring is in the air! And aside for the hum of lawnmowers, newly bloomed flowers and the chime of the ice cream truck, spring means the chance at a fresh start in a fresh, new home.

If you're looking to sell your home and start over somewhere else, you likely want to see that sale happen as quickly as possible. After all, it isn't easy to be paying two mortgages at once! You might also be counting on the proceeds of the sale to help make a down payment on your new home.

Read on for 15 fantastic tricks to get your home into the hands of its new owners as swiftly as possible.



## 1.) Price it right

You want to get as much as you can for your home, and ironically, that means pricing it lower than the going rate. Find out the true worth of your home, and then hack 20% off that price. You'll have the buyers rushing to your home – and then bidding up the price to what you really wanted. They may even offer more!

## 2.) Choose the right agent

Do your research before hiring a realtor. Your broker should have an excellent track record that includes lots of recent sales, being updated on the latest market trends and knowing how to use technology to get the word out about your house. Ask for references and credentials before making a decision.

## 3.) Let the light shine

After location, the amount of light in your home is the second-biggest selling factor. Change your lampshades, add more lights where necessary and use the maximum possible wattage for every light fixture in your home. You can also scrub your windows, remove the drapes and let the sunshine in.

## 4.) Rent a storage unit

You want your house to be clutter-free and your closets to look as spacious as possible. To do this, you'll probably need to get rid of half the stuff around your home and stored in your closets. Consider renting a mini storage unit to house your belongings until your home is sold. As a bonus, you'll have a leg up on the packing when it's time to move!

## 5.) Amp up your curb appeal

First impressions matter the most. Attract buyers by sprucing up the exterior of your home. Splurge on a striking patio set, trim your shrubs and plant some pretty flowers along your walkway. You'll likely get a 100% return on the money you spend.

## 6.) Focus on the kitchen

The kitchen is where it's at. Buyers will spend the longest time here, and the offered price will fluctuate according to how updated your kitchen is. Depending on the state of your kitchen, you might want to do a quick remodel, including a fresh coat of paint, new cabinets and more.

Not convinced? Consider this: Replacing your old countertops will run you a few thousand dollars, but a buyer can easily shave \$10,000 off the asking price by claiming your kitchen is outdated.

## **7.) Upgrade – but don't go overboard**

In addition to the kitchen, you'll want the entire rest of the home to look its best. It's a good idea to do basic repairs and some remodeling to make your home sell faster. But don't go overboard, or you may end up losing money. A paint job and some new light fixtures, door handles and rugs can do the trick.

## **8.) Make it impersonal**

To you, it looks homey and lived-in. To potential buyers, it's just a mess. We're talking personal effects. Get rid of them before showing your home. You want your visitors to envision their own family and personal belongings here – not yours.

## **9.) Market it yourself**

Be your own best agent. Let everyone and their neighbor know that you're selling your home. Post an attractive picture of your house on your favorite social media platforms, tell your friends to tell their friends and be sure to speak in glowing terms about your house to anyone who asks for details.

## **10.) Make it sparkle**

Don't skimp on this one! Give your entire home a deep cleaning before showing it to buyers, scrubbing and buffing until every corner gleams. Nothing turns a potential buyer off like grimy counters or streaks on the bathroom mirror.

## **11.) Hide your pets**

Not everyone is an animal lover. If you've got some furry critters at home, hide the evidence! Don't leave out a bowl of dog food or a half-chewed ball of yarn. If you're hosting an open house, send your pets to a friend's place for the day.

## **12.) Time it right**

Spring and summer are by far the most popular times for house hunting. Placing your home up for sale when more people are looking to buy will put you ahead of the game from the start.

## **13.) Hire a professional to help you set up your home**

Unless you've got an awesome eye for aesthetics, you might want to hire a professional to help you stage and photograph your home. They can help you arrange your furniture so it maximizes space and then shoot photos showing your house in the best possible light.

## **14.) Use extra rooms**

Do you have a spare bedroom that houses your baby gear or boxes of your college stuff? Now's the time to clear it out! Set up an empty room as something useful, like a guest room, an exercise nook or even a hobby room. It will look a lot more attractive to potential buyers than a room full of stuff!

## **15.) Encourage people to explore the entire house**

Entice visitors to check out the upstairs and to peek into bedrooms by placing a piece of artwork, a pretty vase of fresh flowers, an interesting light fixture or even painting an accent wall near the end of a hallway or at the top of a set of stairs.

You're all set! Now get out there and put your home's best face forward!

## **SOURCES\*:**

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