

7 TIPS TO SELL YOUR HOME FAST



Bridgette Clonts

Realtor

1. Reduce Clutter

Reduce as many personal affects you can such as family photos, posters, religious paraphernalia, children's toys, collections or displays you may have etc. Also, remove small appliances from kitchen counters. Pack these away in storage bins or boxes and take them to a storage unit. If you have already moved into your new home and just need to sell your old one, you can simply take everything out.

Pro Tip: If you are still living in the house, do not fill your closets with boxes. You want to show off the closet space your buyers can expect.

The idea is to show off the home's best features while still being able to live in it if you have not yet moved yourself. Your buyers should be able to picture themselves living there and not be distracted by clutter and personal items.

2. Deep Clean the Home

Deep clean the home. Not just a spot clean, a really thorough cleaning. You might be able to get away with some surface cleaning in your listing photos, but when buyers come to see the house that's a different story. They will look through every nook and cranny trying to find something wrong with the house. So remember, if you sweep it under the rug, they will find it. Deep clean these areas to ensure you have a home that's ready to be showcased:

- Clean your baseboards
- Wipe down inside and outside of your kitchen cabinets
- Mop your kitchen and bathroom floors
- Give your showers, tubs, and toilets a good scrubbing
- Thoroughly vacuum your carpets or have them professionally cleaned to remove any stains

Pro Tip: If you're strapped for time, call on some friends or hire some professionals to get the job done faster.

3. Make Quick and Easy Repairs

Obvious damage and areas in need of repair can keep your house from selling fast. If the house you're selling is in dire need of repairs, this may turn away prospective buyers. No one wants to invest in a money pit.

A fresh coat of paint can do wonders for your home's exterior or interior look. Try to stick with neutral colors that your buyers are less likely to paint over. If your carpet is worn down, stained, or otherwise damaged looking, replace it!

If your fixtures and cabinets look like something out of the 80's or older, replace them to modernize the appearance of the home! Seeing "retro" looking fixtures and wallpaper might be fun for some, but some buyers may see it as a sign that the home hasn't had an inspection in a while.

4. Improve Curb Appeal

The outside of your house is more than likely the first thing buyers will see on your listing. This can make or break a sale. If your house looks unattractive from the beginning, you're going to have a hard time selling. Pressure wash or paint the exterior, repair rotted wood trim, clean windows and gutters. Add extra appeal by painting the front door and adding bright seasonal flowers in pots for a pop of color.



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5. Stage Your Home

Now let's talk about staging your home to help sell your house fast in Atlanta. This process goes hand in hand with cleaning and decluttering the space. You can decide to leave the home empty, and leave the possibilities open to the imagination of your buyers. Or, you can leave some furniture (or buy) and gently stage the home. The staging furniture should be simple and keep things neutral. The point is to give your buyers an idea of what life could be like there. As previously mentioned, when staging your house, you want to keep things neutral. Buyers are turned off by bright, loud, wallpaper patterns and paint colors. White, off-white, and beige are always safe bets when it comes to wall paint. If you do have some color, make sure it's subtle. For instance, a very soft blue bathroom may create a more calm feeling. Soft and subtle grey paint is also acceptable. You want to stick with soft colors that won't distract your buyers from the quality of the home.

6. Take Professional Pictures

Your listing photos are the first thing buyers will see, and potentially the last. These need to be attractive, accurate, and very telling of what living there will be like to entice the buyer's to view the home in person

7. Price Your Home Correctly

Cut the price by about 5% or list at the high side of fair market value to entice buyers. Homes that are in good to great condition and priced at or slightly below market value sell faster than over priced homes. Don't list the home high to negotiate down. You shouldn't price negotiations into your asking price. It may still be necessary to negotiate on the price depending on how your home performs on the market and the specifics of your situation.

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CURIOUS WHAT YOUR HOME MIGHT BE WORTH IN TODAY'S SHIFTING MARKET?

SCAN TO ACCESS YOUR COMPLIMENTARY MARKET ANALYSIS TODAY!

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