

SOUND OFF *Steve Lorenz*

# What are steps you can take to get your home ready to sell?



**S**o you've made the decision to sell your home? Before you put that For Sale sign on your front lawn, let's review a few important steps:

First, start with a good general cleaning (inside and out) and finish all those small repairs that you've been meaning to take care of but just haven't found the time to do. These can range from simple touchup painting to repairing leaky faucets to making sure all heating and air conditioning vents are clean. Ensuring these small items are addressed will keep potential home buyers from

wondering if larger (more expensive) items need to be addressed.

Second, depersonalize your home, sometimes this is more difficult than one would imagine. But keep in mind, potential home buyers need to be able to visualize themselves living there.

If the home is filled with family photos, knickknacks, your favorite worn recliner and other items that don't enhance the property, they end up distracting potential home buyers and they focus on your personal items and not the property.

So it's time for them to go. I

suggest packing up your valuables and all other personal items to showcase the property, not your belongings. This is also the perfect time to clear-out the basement, attic, closets and other storage spaces that you're utilizing. Potential home buyers are big on storage space and by removing these items you're allowing them to see the storage space the property has to offer and you're making your final move that much easier in the process.

Third, make sure you leave any routine maintenance schedules/calendars out where they can be

seen. Ideally, attached to or next to the systems. Potential home buyers like to see that the main mechanicals of the property have been routinely serviced and maintained.

I guarantee that by following these few simple steps you will have more success during your open houses, receive less push-back, hit fewer obstacles and have an accepted offer in much less time.

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