

SOUND OFF *Marlene Marrucco Recchia*

What are the top five things a seller should do before listing?



Get a good start before listing your home by calling your Realtor in to walk through your home one to two years before you list the property. This will enable you to budget for any high-ticket items. This is especially true if you have lived in the home 10 years or longer. Chances are there are a few areas that need sprucing up.

After that, the five most important things a seller should do before listing a home are:

1. Curb appeal.

First impressions count! Keep grounds well maintained. Power wash house and walkways, re-

place or paint worn decks, patios or porches. Wash windows, paint the front door. Also, potted flowering plants at the front door and on decks or patio always add a finishing touch.

2. Clear away clutter.

Show your homes potential remove any unnecessary clothing, trinkets and furniture. Keep flat surfaces especially in the kitchen and baths empty and clean. Keep drawers and closets organized and roomy. Rearrange furniture for easy flow.

3. Appeal to the senses.

Clean all windows and screens

for natural sunlight. Keep all draperies and shades open. Use higher wattage light bulbs.

Additionally, paint colors should be light and neutral. Pleasing scented candles are always nice as long as the scent is not too flowery and overpowering.

4. De-personalize.

Limiting personal items while retaining a warm environment allows buyers to imagine their own belongings in the home. Remove excess personal items, take down family photos. Eliminate any trinkets. It is not all about white walls; bold accents

add warmth to a de-personalized home.

5. Present a lifestyle.

Specific lifestyle accessories whether it be a throw on a couch in front of a fireplace, a kayak on the beach. Re-purpose extra rooms to give them other uses such as a studio or home office.

Following these guidelines should help you get maximum dollars for your home. Your Realtor will best guide you through the entire process.

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