

A Perfect Time to get your House Ready for the Spring Market

It is a great time to tackle all those jobs around the house, especially if we plan on selling in the near future. A few minor touch-ups and upgrades can go a long way towards making a favorable impression on potential buyers. **Remember, you only get one time to make a good first impression.**

“Put your buyer’s hat on and walk through your home like it is the first time,” Lorraine says, look at everything with “fresh eyes” Ask your decorator or your qualified Realtor to go through and point out every detail. Replacing or repair as necessary. Lorraine & Juliette start with getting rid of clutter, especially closets. If closets are overstuffed and messy, it appears as if there is not enough room for storage...Hide family photos, removing excess or oversized furniture, and create a flow from room to room...**Do a Deep Cleaning, throughout!!!**

Spend some time on the yard...More than one buyer has decided not to even enter a home based on its curb appeal, so make sure your home’s exterior looks excellent. Trim your shrubs, weed your flower beds, add fresh mulch to your gardens, mow the lawn, remove dead trees, clean the gutters, seal the driveway...you get the idea... **and if your budget is tight, focus on the front entry way, first impressions are important!**

Repaint the walls neutral colors (paint is the cheapest easiest way to give your home a facelift, and it almost always brings a return on investment) Remove dark colors, overly bright colors, and most wallpaper...So repaint your rooms in neutral tones like tans, greys, and whites that allow buyers to focus on the spaces themselves, not the color of the walls, and lighter colors make the rooms feel larger...**Buyers need to see your space as a blank canvas...for their family!**

Light Bright, and airy is what buyers want today...get rid of heavy window treatments and let the sunshine in! (don’t forget to wash your windows)Buyers today watch a lot of HGTV...Open concept, uncluttered, light colors, hardwood floors are all in vogue...these are the looks that buyers want, and they will pay a premium for them!

STAGED FOR SUCCESS

The National Association of REALTORS® 2019 Profile of Home Staging takes a look at the value staging a home brings to the selling process

83%

of buyers' agents say that **staging makes it easier for buyers to 'visualize'** the property as their future home



44%

of buyers' agents say that staging a home **increases the dollar value offered**



The most commonly staged rooms when selling:

93%

living room



84%

kitchen

78%

master bedroom



53%

of sellers' agents say that staging a home **decreases the amount of time a home spends on the market**



95%

of agents recommend that sellers **declutter their home** before putting it on the market



NATIONAL ASSOCIATION of REALTORS®

Walk through every room, replace dead light bulbs, leaky faucets, touch up baseboard and moldings...pay special attention to cat litter, dog beds...a bad odor is a big turn off to potential buyers.

Get rid of bulky furniture. Your furniture should fit the scale of the room, so get rid of any extra or oversized items *that could make your space look smaller than it really is*. Turn the living room into

How to Sell Your House the Quick Way!

1. Declutter your home
2. Sell/Donate unwanted items
3. Neutralize your home
4. Deep clean the entire house
5. Repair any issues with the house
6. Fix up the yard

conversation central. Help buyers picture themselves relaxing with family and guests by grouping your furniture into arrangements that inspire conversation. Keep the flow going. The last thing you want is people bumping into furniture as they tour your home; it disrupts their focus and makes your space look cramped. Do a dry run as though you are seeing your home for the first time and tweak anything that interrupts the "flow."

Help your buyers see themselves in your home by adding deliberate vignettes that showcase how your home can be lived in. Pretty soaps in a decorative tray can make your tiny half-bath more appealing. Create focal points, draw buyers' eyes towards any special features with bright colors or accents like plants. A pop of blue throw pillows can draw a buyer's attention to that lovely window seat.

A striking fern on the mantle can show off your fireplace.

Pricing correctly is paramount. *Call us to help*. Real Estate is local, and you need the advice of an agent that works in your area...On line estimates or Zillow Zestimate's are a waste of time, how can one tell you how much your property is worth with-out ever seeing it! *Give us a call, or text, we would love to give you our ideas on how to maximize the sale of your home, and present you with a free Guide to selling your home!*

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