

THE INFORMED Home Buyer/Seller™

Helpful Advice for Making the Right Move

Issue 1

Staging a Kitchen that Wows Buyers

If you haven't heard of "staging", it's a fairly straightforward concept. It simply involves cleaning, organizing and decorating your home in such a way as to make it look its best for potential buyers.

One of the most difficult rooms to stage is the kitchen because it's one of the most used. It's not like you can set it up to look nice for tours and then never go in it! Yet, an effectively staged kitchen can help sell your home because it's the room that buyers often scrutinize and remember most.

Here are some basic kitchen staging tips:

- Be relentless when decluttering your kitchen. Stow or get rid of any unnecessary items.
- Clear the countertops. Leave no more than two appliances in view. This will give the impression that there's lots of surface space available.
- Make sure the sink shines. If regular cleaners don't work, there are a number of specialty products available for cleaning sinks of all kinds, including stainless steel.
- Consider making upgrades. This could be as simple as replacing cabinetry hardware to as involved as installing a new countertop. Your decision to make upgrades depends on the age and condition of your kitchen. Talk to your REALTOR®. It may be worth the investment.
- Paint and stain. One of the most affordable improvements you can make to the kitchen is painting. A new coat of stain or other finish can make older, worn cabinets look like new.
- Fresh flowers in a vase brighten up any room, especially the kitchen.
- Make it double-duty. Not enough space for a kitchen table? If there's room, put in a small table with a couple of stools. Buyers like to see that there's at least the option to eat-in.

Need more tips on making your home show well, so it sells faster and for the price you want? Call today.

Cheap Ways to Improve Curb Appeal

Let's face it. If you're selling your home, you probably don't have the time or budget to do a complete landscaping project. Luckily, you don't necessarily need to. There are a number of affordable ways to improve curb appeal and, thereby, impress buyers who drive up to your home.

You can create a more welcoming entrance, for example, by painting the front door and frame, and by placing potted plants on either side.

In addition to mowing the lawn, pruning trees and shrubs can significantly improve the look of your home.

Cleaning the walkways and driveway – with a rented power washer, if necessary – can make them look almost new.

And don't forget the front windows. Make sure window coverings and other decorations look just as good from the outside as they do inside.

Think, Act... Live!

"You've got to ask. Asking is, in my opinion, the world's most powerful and neglected secret to success and happiness."

Percy Ross

"It's not the will to win that matters — everyone had that. It's the will to prepare to win that matters."

Paul "Bear" Bryant

"If people knew how hard I had to work to gain my mastery, it wouldn't seem wonderful at all."

Michelangelo