# Roger Lohse/REALTOR®

# 7 things you must do before selling your home

#### 1. Consider your curb appeal

You only get one chance to make a first impression. Plant flowers, clean pavers, paint the front door. Impress a potential buyer the moment they pull into your driveway.

#### 2. Declutter

Clear off counters, windowsills, tables, etc. Remove items from behind doors and clean out closets. If a house is overflowing with stuff, buyers won't be able to picture their belongings in the space.

#### 3. Depersonalize your space

Remove family photos and personalize artwork and furniture. You want to create a blank canvas for a potential buyer

# 4. Repaint walls

Use neutral tones. Those bold colors that you find appealing might be a turnoff for house hunters.

# 5. Check HVAC system

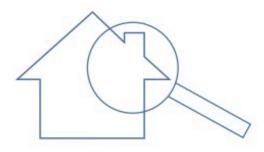
Have your air conditioner cleaned and serviced. A poorly functioning A/C is sure to make a buyer ask for a price reduction.

#### 6. Clean, clean, clean

You want your home to be spotless. Be sure to pay special attention to the bathrooms, tile, grout, flooring...make them shine!

# 7. Find a great real estate agent

Think you save some cash by selling your home yourself? For sale by owner transactions rarely go smoothly and could end up costing you time and money.





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