



Preparing your home for an Open House

One popular way to increase the potential of homes for sale is by holding an open house. In real estate, you can sell your home faster by “staging” it. This entails careful planning and setting up your home so that it makes it irresistible to buyers.

Preparing your home will usually take a week or so. Here are some steps you can take to make your buyers realize the true value of the home you are selling:

Remove personal items. This works for your benefit by removing distractions. You would also help them imagine themselves living in the house.

Clean up the clutter. Yet another form of distraction for the potential buyer, clutter will prevent them from seeing the potential of the house.

Ensure there are no messy secret storage spaces. Cabinets and bedroom closets will not be kept closed during an open house. Buyers have a tendency to open these and look inside. When they do, it would be much better if things don't start tumbling down on them. Keep everything neatly stacked, lined up or hung from hangers.

Take care of minor repairs before showing your property to buyers. If you have cracked floor or counter tiles that need replacing, now is the time. Make sure you don't have leaking taps or squeaky doors. Even burned out light bulbs should be replaced.

Paint in neutral colours. Not everyone will love what you love. Pink or purple walls may not be as appealing to others as they are to you. Painting your home with clean, neutral colours is the safest way to go. It also modernizes the look of your home.

Tidy up your home. Wash windows, remove cobwebs, shampoo the carpet, polish chrome fixtures, re-caulk tubs and sinks, wax wooden floors, dust your furniture and bleach mouldy grout. Whatever tidying needs to be done, do it now. Make sure your home sparkles and smells fresh.

Work on the exterior. All your hard work inside the house would mean nothing if the home for sale does not have street appeal. Clear your footpath, mow the lawn, trim any plants, trees or bushes that need trimming and make sure your pathways are clear.

Clean pet areas. If you keep pets in your house, make sure that this area is clean and odour free. Not all potential buyers are pet lovers, so this is a way to stay in the neutral zone. The area must look like any regular room in the house. Take them for a walk during the Open House inspection times.

Make yourself scarce. Potential buyers like to inspect homes without the perceived pressure of the owners being present. It becomes a more comfortable atmosphere for them to view the home and make any potential decisions.

MidCoast Realty is here to help you in any way with information and advice to ensure your home is presented in the best possible light. Needless to say, security is paramount when our agency conducts “Open for Inspections” and details of all prospective purchasers are recorded along with their comments regarding the home.