

# RiverRealEstate



***I am getting ready to put my house on the market. Do you have any recommendations to get the most for it?***



Kelly Eckersen

to. Make sure your lawn is manicured.

Two things sell residential real estate: price and presentation.

Besides location, curb appeal is the first thing your prospective buyer is going to react

Dead plants by the front door are buried and even a fresh coat of paint may be a good place to start. Remember, a potential buyer has made up their mind 10 seconds after they step in the front door. They were already forming an opinion as they pulled into your driveway.

When people enter your home, all their senses are tuned in — smell, sight, touch. Make sure if you have pets that the home doesn't smell like pets live there. Look at your entrance (foyer) — are the colors too strong for the average person? Sometimes vanilla is better...

Staging your home is a new concept to

get good results, especially if you live in a community of similar homes. Set yours apart. Your Realtor can help you with this or suggest someone. Most houses have a virtual tour or a slide presentation for prospective buyers to look at. Make sure your clutter doesn't turn people off.

Minimize family photos and anything that is personal to make a showing more comfortable for everyone. Potential buyers will try to imagine their things in your home — leave space for them to do that.

Have the garage sale and closet cleaning prior to listing. Closets look larger with less clutter. Why not start packing

now for your potential move? Pack out-of-season season clothes in suitcases. Get a basket to put all your toiletries in that are currently on the bathroom counter so that when someone comes to see your home you can quickly straighten up.

Also, try looking at your house "through the buyer's eyes" as though you have never seen or been there before.

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*Submit your real estate questions to Kelly Eckersen, PA of Leslie Wells Realty, Inc. at [RealEstate@manateerivernews.com](mailto:RealEstate@manateerivernews.com).*