

Prepare Now to Sell in The Spring

By Michele Dawson



If you plan on selling this spring or summer, now's the time to start getting your house ready to put on the market.

Home sales typically soar during the spring and summer months because of the more favorable weather in most parts of the country and kids being out of school. As we enter into spring, sellers should expect the market to begin to recover some of its momentum. Traditionally spring and early summer are the best selling seasons. Low interest rates continue to help the already steady market.

While the thought of an increased pool of buyers in the spring may put you at ease, don't forget, there will be more competition as you see more of your neighbors put their houses on the market, too.

One of the first things you should do is examine, and, if needed, repair, any major structural systems. If you're unaware of any, you may want to hire a professional home inspector. Chances are a potential buyer will hire an inspector to examine the house, so you might as well save yourself any surprises down the road.

The American Society of Home Inspectors says a typical home inspection includes drainage conditions, exterior surfaces, decks, chimney, the roof, windows, doors, plumbing fixtures, furnace, air conditioner, insulation, ventilation, electrical, heating, and plumbing systems.

Once that's done, you should make sure you don't have any loose shingles. Repair and paint your gutters, if needed. Once the structural systems are repaired or given the thumbs-up, then you should turn to appearance.

Two of the most effective but most inexpensive ways to improve the look of your home are to shampoo your carpets and to repaint any walls that are dirty or dingy. Remember - keep the colors neutral.

Next you'll want to get rid of all your extra clutter - start with the garage, closets, and bedrooms. Have a garage sale to get rid of all the extra stuff you don't use anymore. If you have

anything left over, donate it to charity.

If you have a lot of furnishings, think about putting some of them in storage. When a potential buyer looks at your house, there should be enough open space for them to visualize their things in the room. They shouldn't have to visually plod through all of your belongings.

Another thing to work on is creating good curb appeal. A home shopper's first impression is everything. The moment they pull up to the curb, they'll make an instant judgment. You'll want to be sure it's positive. You can begin by making sure your front landscape is kept up, the lawn is mowed on schedule, and bushes and trees are pruned.

Bring your front door to life with a fresh coat of paint and a spring wreath. Set some planters near the front door and plant some colorful annuals in the front yard.

Now is also a good time to interview real estate professionals. Ask about their experience, find out how well they know the area you're eyeing, and talk to references. Once you have someone lined up you can follow his or her additional recommendations and begin the final phases of preparation before your house goes on the market.

Another thing you should start thinking about is setting your price competitively. Many agents will begin by conducting a competitive market analysis of your house and give you an estimate of the fair market value of your home, which is a range that will fluctuate depending on the housing market in your area and how much similar homes in your neighborhood are selling for. This will help to give you an idea of how much you should list your house for.

Like other major undertakings, the real key to selling your house is preparation. Some sellers don't have this luxury - they may have a job relocation or other circumstances that force them to sell quickly. If you plan on moving in the spring or summer, use the coming months to your full advantage to ultimately garner top dollar for your house.



Equal Housing
Opportunity

Christian D. Stefferud

1.866.4MY.TITLE
Christian@MyTitleRep.com
www.MyTitleRep.com

Lawyers Title Company

1.866.4MY.TITLE
19300 S. Hamilton #130
Gardena, CA 90248