



Things to Put Away When Selling

When buyers look at your home, you want them to focus on the features and upgrades. You don't want to distract them with items that might offend or puzzle them. It's incredible how many times we show homes, and the buyers will refer to one as "the one with the guns" or the "one with the pictures." Granted, you're still living in the home, but it's time to start packing up your items. In many ways, packing is an essential step in moving on with your life.

Putting away as many of your knick-knacks and personal items as possible is a must when getting your home ready to show. On top of getting rid of clutter, potential buyers should not see some things.

Things Buyers Shouldn't See When Viewing Your Home

NOTE! The following advice is not a judgment or bias we have. It is advice based on experience selling thousands of homes and the desire to get you the maximum price we can. You deserve to extract every penny of equity you have. Selling a house is a business. Don't take any of this personally.

Guns and Firearms - You may be an avid marksman with a collection of rifles. The average person who looks at your home may not own any firearms, or if they do, they probably only have one or two. When buyers see a house with a selection of weapons, they become more curious about the sellers than home. They'll wonder if you're a hunter or maybe a paranoid survivalist.

They'll remember your home as the one with the guns. You want them to remember your home as the one with the great pool or the big kitchen. If you have a large safe, store the firearms inside and lock the safe. If you don't have a safe, you should find storage for the gun collection.

Stuffed Dead Animals - This one goes hand in hand with the firearms. Your trophies will turn off animal lovers. You don't want to turn off anyone. Most buyers are at least a

little turned off, other than fellow hunters when they see a stuffed animal hanging on the wall. You may get away with one or two, but it's better not to risk it. If you have several, put them all away somewhere where potential buyers won't see them.

Jewelry and Other Valuables - This one is more for security than how your home looks. As Realtors, we do our best to screen buyers when showing your home. And we try to keep an eye on them when they're viewing your home. Hard as we try, we can't see everything. Somebody could easily slip that beautiful piece of jade handed down from your Godmother into a pocket. If you want to keep it, don't leave it lying around.

Free Speech is a Right, But it Won't Sell Your Home - That picture of former President Bush or President Clinton has a 50/50 chance of turning buyers off or on. In either case, it takes their attention away from the features of your home. If it's election season, don't have any yard signs or any other political things posted. After they buy your home, you can always invite them to your party's next fundraiser. **Do not** introduce politics before they've purchased the home. Again, this is not a judgment of your political affiliation. Neutrally present your home to appeal to the broadest sector of the market.

Family Photos - Those photos of your kids, grandkids, and pets you've had over the years are meaningful to you but not to home buyers. Having your walls covered with family photos will make your home look old-fashioned and dowdy. Once again, pack them away. You'll need to when you move anyway.

Every Kitchen Gadget Advertised on the QVC Network - Kitchens are one of the home's most important rooms. Today's buyers prefer large kitchens with upgraded counters, cabinets, and appliances. They don't want to see a juicer, coffee maker, blender, toaster, slicing machine, wine opener, bread machine, and some gadget covering every inch of counter space. It will make the kitchen look small and take their attention away from the good features. Choose two or three devices you use most often. Put the others away.

Rated R - Chances are the buyer who comes to look at your home will be a family. Nude paintings and artwork should be tasteful or packed away. That collection of erotica is likely to provoke giggles and embarrassed looks from buyers. Find a drawer for them or pack them up.

Boxes That Have Already Been Packed - A typical mistake sellers make is to put boxes they've packed into a spare bedroom or the garage. As the stack of boxes grows, buyers can barely walk through the area. It leaves the impression that the room or garage is much smaller than it is. The cost of the storage facility will be worth it if it gets more money for your home.

Getting Ready For The Big Move - You may be looking forward to moving, but packing is never fun. It will be easier if you start packing before you list your home. You'll be able to put away your most important possessions and leave the rest for the moving company. You should pack up the items mentioned above before buyers are allowed into your home. After you've de-cluttered and put away distractions, start packing. Anything that you won't be using for the next three months should go in a box. You'll be happy you did when you have 30 days or less to move!