



ah Harmonious Home Adventures

January 2018 - Issue 3

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Hello!

Here we are, already at the end of January. I hope that 2018 is looking bright for you.

This month we're continuing our series about steps that will enhance a home's appeal to today's buyers - people used to seeing the "after" shots on home improvement TV shows.

I predict that this year, you're going to love where you live. If you don't already, I can help with that!

Whether it's time to move to a new home or re-imagine your current space, let's talk.

You *deserve* to have harmony in your life.



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Things to Consider and Change When You Sell – Part 2

Last month, we talked about the “permanent” steps to take in uncluttering your house to get it ready to sell. If you missed that newsletter, you can find it [here](#).

This month, we'll discuss some things that you need to take care of daily and when you “buff-and-puff” for showings and open houses.

First – A Note About Notice

It's important that you make the home available for showings at any reasonable time. Buyers who want to see your house but can't because it's “inconvenient” for you may not try again – they'll just move on. This is true even in sellers' markets.

However - it's realistic - and even expected - to require a couple of hours advance notice. Tell your realtor to include that requirement in the showing instructions. Advance notice will allow you to take care of the things we'll be talking about today.

So ... let's get to it!

What to Check and Correct for Showings (or do in the morning when you leave the house for the day)

Remember, buyers need to be able to imagine *themselves* living in your space. Being reminded that someone else already lives there makes it difficult for their imagination to take over. So, the *everyday* evidence of occupancy has to go.

- Stacks of magazines? Get rid of them.
- Books, mail, newspapers? Out of sight.
- Craft projects, boxes of recipes in the kitchen, kids' homework on the table? Find somewhere else for them where they won't be seen.
- Dog or cat dishes or, heaven forbid, a litter box? In the garage, please. (More about this later.)

Closets, Closets, Closets

They **will** open your closets.

- Do your best to make them orderly.
- If they're jam-packed with clothes, remove enough so that each item hangs straight and only lightly touches the one next to it.



Closet storage is a BIG deal to modern buyers. The old saying is "kitchens and bathrooms sell houses." The truth is that kitchens and bathrooms and *closets* sell houses.

If the closets are jam-packed and overflowing with your stuff, your buyer will be certain that their stuff won't fit, either.

- So, make your closets look spacious and orderly by removing whatever doesn't fit.
- And when you leave in the morning or when you're getting ready for a showing, make sure that clothes are straight and shoes are lined up - neat and tidy.

(You can put the out of season or excess items in the storage unit that you had to rent for your extra furniture and all of those tchotchkes that you boxed up - as per [last month's newsletter](#).)

- Squeegee glass shower enclosures so that they dry quickly and spot-free.
- Computers turned off – no cute screensavers.
- Weather permitting, open the windows and let in fresh air for a little while before a showing.

Many people - more than you would imagine - are sensitive to fragrances. What is pleasing to you may not be pleasing to them. And strong smells of any kind are off-putting, almost always.

- So, no plug-in deodorizers. Don't burn candles. And don't use air-freshener sprays.

A Couple of *No-Matter-Whats*:

By this, I mean, make a point of these things, even if you absolutely can't take care of the other things on the list.

- Make *all* beds, *everyday*.
- No piles of laundry, clean *or* dirty, anywhere they can be seen.
- No dirty dishes in the sink - or anywhere else, for that matter.

- All toilet lids should be closed - not just the seat down. The lid *closed*.
- Valuables should be removed or well-hidden. While most people are trustworthy - and Realtors have a license to protect - it's best to eliminate temptation.

Which brings us to pets.



Special Concerns About Pets

Pets.

Dogs. Cats. More exotic creatures.

They enrich our lives. *We* love them like family.

But *not everyone* does.

And even animal lovers won't be as tolerant of your pets' messes and odors as you are.

- If there have been "accidents" on the carpets or rugs, get them professionally cleaned or replace them.
- If furniture or woodwork or flooring is pet-damaged, remove, repair, or replace it.

Many people - again, more than you would imagine - are loathe to tour a home if a pet is present.

Sometimes it's a question of allergies. Sometimes it's a phobia. Sometimes it's just personal preference.

But the *reason* doesn't matter.

I once represented a buyer who refused to go into a house because a small dog was present at the time of the showing. The owner agreed to remove the dog for another showing appointment but, in the meantime, the buyer made an offer on another property.

So:

- Remove all pets from the property during showings.
- If you can't actually get them off-premises, confine them outside (preferably in a small area of the back yard) or in the garage in a carrier or kennel.

Remember the mantra: you want buyers to imagine themselves living there. A pet in a house is a living, breathing, impossible-to-ignore reminder that someone else lives there.

The pet, after all, is a member of the family. It's like have the seller present during the showing - and that is a *terrible, horrible, no good* idea. Buyers **do not** want the seller there when they look at a house.

During showings, you need to leave, and you need to take your pet with you.

If you make it easy for buyers to imagine your house as their home, you maximize both the potential for and the price of the sale. And you can get started on your next adventure!

Until next month, when we continue our journey through 2018 - the year you're going to love where you live!



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ABOUT DEBRA

Debra's experience in home renovation, staging, styling, and redesign sets her apart from the crowd in the Fort Worth area real estate market.

- Creativity to re-imagine existing spaces for broader appeal.
- Vision to see opportunities where others see problems.
- Insight to know what buyers are looking for.

Debra doesn't just listen - she empathizes.
She matches buyers to spaces.

Debra doesn't just sell property - she maximizes potential.
She helps her clients find *harmony* in their lives.

You can - and should - love where you live!



Visit Debra on Social Media



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