

8 Ways To Set Your Home Apart From The Rest

Find the tricks you need in this guide to put your home in the front of the pack!

Inside of this FREE report, you will happily discover the reasons why your home hasn't sold yet. You'll also learn how to correct the problem, and get your home sold soon!

- ✓ Learn how to make your curb appeal work for you instead of against you.
- ✓ Discover the importance of having your home move-in ready.
- ✓ Get your storage in order, and draw buyers like flies.
- ✓ Learn why getting inspections completed now works for you.
- ✓ Understand how appropriately pricing your home from the get-go will set you apart from your competition.
- ✓ Become clutter-free, and get a buyer!
- ✓ Going the extra mile will seal the deal for you.

If you aren't serious about getting your home to sell quickly, this report isn't for you. On the other hand, if you're ready and willing to get your house to move, take a look at this FREE report.

Most home sellers whose property is just gathering dust while others are getting sold can easily fix the problem. You'll find everything that you need to put your home in the front of the pack by looking through this handy report. All you need to do is input your name and email address, and this report is yours for absolutely no charge. It's really FREE.

You have nothing to lose, but in this FREE report you can learn how to get your home sold. Sign up now, and you can download or print the entire thing.

Are you tired of wondering why all of the homes around yours are selling right and left while yours is still just sitting there? Well, then you are in the right place, my friend. I've got just the tips and tricks that you need to make your home move. The key is to set your home apart from all of the rest on the market. That may sound like a difficult hurdle to jump, particularly if you are surrounded by other homes up for sale. However, you'll be surprised what a little elbow grease, negotiation and quick thinking can do for your situation.

First and foremost, you need to open your mind to the possibilities. After sitting dejectedly on the sidelines of the housing market for a while, it can be very easy to lapse into hopelessness. But all is not lost! You still have a chance of turning around your house selling woes, and you'll be surprised at just how fast your luck can change.

Getting In Front Tip #1: Turn Your Curb Appeal Into An Invitation

Enough cannot be said about the importance of curb appeal. You know that old saying about first impressions? Well, it's a very true one. People normally remember most what they see first and what they see last about your home. Most of the time, the first and last sight of your home is indeed of the curb. You want a potential buyer's first impression of your property to leave them feeling as if they have come home. That's not going to happen if you don't put time and attention into what they see first: your front yard.

Things To Attend To:

Don't look at your house from the point of view of a person who has lived there for years. That person is used to the old paint, the dandelions and the ugly doorknob. That person might even look at such little odds and ends as cute or homey. On the other hand, a potential buyer is going to see every flaw as a point against buying a property. Since the home buyer is who you want to appeal to, borrow their eyes for a bit. See your home as they do.

- Make sure your yard is well maintained. Unkempt grass, overgrown flower beds, ragged trees and trash strewn about are big turnoffs for people who are thinking of checking out your home. If it would turn you off while you were looking at a new property, you know that it will do the same for your potential buyers.
- Getting the exterior of your home clean is just as important as getting the inside spotless. In a way, even more so. You can't convince people to come in to your home and look if they're afraid to walk through the yard. Pressure wash your exterior. A garden sprayer, a water hose and a sponge mop work great if you don't have access to a pressure washer or if you don't want to rent one.
- Don't forget the guttering, either. Stopped up gutters pose two problems for you. First off, they're unsightly. They grow yucky looking sludge, and sometimes even smell. Also, full gutters do not work properly, which could lead your viewers to wonder what else you've let go. Clean them out, and clean them off.

- Perhaps your home is in need of more than just a washing. You may actually have a painted home, and the paint itself could be worse for wear. I understand repainting is a big expense, but you could actually do the work yourself. That way, you'd only have money tied into supplies. Make sure you remember the trim, the front door, the shutters and anything else that needs a coat of paint.
- Landscaping is very important. You don't have to go crazy here, but get everything trimmed, mowed, mulched cleaned out and weeded. A little simple landscaping goes a lot further than intricate landscaping that is out of control.
- Fix or replace any fixtures that are broken or ugly. This ranges from the mailbox all the way to the doorknob.
- Also, take a long look at your furniture. While this may not go with the home, dingy and rusty outside furniture can make all of your hard work look shabby. Repaint if you can't afford to purchase new pieces.
- Walkways should be neat, clean and unbroken. Simply repair cracks, or replace broken stepping stones. Edge around the sides, and you might even think of adding some lighting to spruce things up a bit.

Getting In Front Tip #2: Make Your Home Available For Immediate Move In

Unless a buyer is looking for a real deal, such as a foreclosure, they aren't going to want to have to do tons of updates before they can even move into their new home. That means that you need to insure that your house is as 'move in' ready as possible. This goes beyond making everything pretty.

- Make sure all plumbing, electric and the more mundane aspects of your home are in good working condition.
- Repaint everything inside with neutral tones that practically anyone can live with. Beige, off white, tans and grays are great for this.
- Clean everything from top to bottom. No one wants to have to scrub walls and shampoo carpets before they'll allow their kids to enter their new abode.
- Make sure that you have enough of your stuff already packed that you don't have to request extra time after the closing. Chances are you'd have to pay rent to your buyers to do this anyway, and the process can cause all kinds of problems.

Getting In Front Tip #3: Storage Is Like Manna From Heaven

Ask anyone the top five things they dislike about their current home, and you're likely to find that a lack of storage tops the list. This could mean attic space, cabinet space or closets. People have a lot of stuff, and they need somewhere to put it. So, the best thing that you can do is give it to them. You'd be surprised how many folks will remember all of those cabinets, all of that shelving and those closet organizers more than they remember paint colors, floors and appliances.

Obviously, you can't make space where there is none. Well, at least you can't do that without dropping a nice chunk of change. So, let's focus on making the most out of the space that you have already.

Let's start in the kitchen. Even if you don't have tons of cabinets, you can enhance the usefulness of inexpensive storage solutions to increase their functionality. Places like [Wal-Mart](#) and [Lowes](#) have pre-fabricated pieces that will work well in just about any space, and they are relatively inexpensive. You could even design your own organizers at places like [ClosetMaid](#).

- Add baskets that hang from your shelves to add more vertical space.
- A spice rack can transform that particular cabinet from a mess into an easy to use kitchen masterpiece.
- Lazy Susan's provide a great way to utilize hard to reach cabinet corners.
- Pull-out shelves are also handy for organizing everything from canned goods to garbage cans.

In the bathroom, it's a chronic problem not to have enough storage for everything. Towels don't fit here. The hairspray is too tall for every single shelf. Don't get me started on neatly arranging the toilet paper. But, with just a little thinking, you can truly transform your space into a storage deprived home buyer's dream.

- [Attractive shelves](#) can serve all kinds of purposes, including holding all of those towels.
- Keep all of your Q-tips, cotton balls and other oddball accoutrements in clear containers. These are easily located at places like [The Container Store](#), or even discount stores. Also, if you're a fan of lidded candles, those empty jars that are left after a candle has been used can be cleaned and recycled for your clear canisters.
- See if your cabinet shelves are adjustable. If so, please make sure there's a place for the hairspray!
- An over the toilet organizer can work wonders in tight spaces, as well.
- Don't forget to organize your goodies inside of the shower. Show your home viewers just how user friendly your home can be!

Closets are a biggie for most folks. I highly recommend expanding closets that are very small if at all possible. I also highly recommend using closet organizers to take advantage of all of the space there, not just the floor and the clothes rod. Shoe racks, over the door hangers, hooks, shelves are all available to help you inexpensively sort out your closets. Get creative, and make the most of what you can get for great deals if you don't want to throw a lot of money into these sorts of things.

Really, there are tons of projects that you can do throughout your home to improve storage. Add shelving in the laundry room. Add overhead storage in the garage. Put in utility cabinets, as well. Much of these items can be obtained at reasonable costs if you install them yourself.

My last tip pertaining to storage is to completely use your new organizers. Really give a visual example of how well-maintained your viewer's home could be. Your closet organizer will serve no purpose if your clothes are still scattered haphazardly on the floor, for instance. You'll love being able to find everything, too!

Getting In Front Tip #4: Photos Sell Your Home

Now this tip pertains more to your listing than your actual home. Truly, real estate has shifted over the past several years to a heavy online approach. Sure, folks still hunt out the *Homes Magazines* and do drive-bys looking at For Sale signs. But a majority of folks begin their housing search online these days.

As such, you're going to want to make sure that your online presence has tons of photos attached. Do you know one way that many folks know that a home is a bank owned foreclosure without even being told? One tell-tell sign is that there is only one photo attached to the listing. Foreclosures are known for needing renovations, and for being bought cheaply. That's not the image that you want to present. Including tons of pictures really sets you apart from those properties that are expected to go for low ball offers.

Clean your home from top to bottom and snap all of kinds of pictures from all different angles. Make sure that the lighting is bright. Take photos of the yard. Take photos of your view, if you have one. Take every kind of photo that you can think of, and then sort out the best. Of course, if you have a realtor, they should be helping you with this.

Getting In Front Tip #5: Play "The Price Is Right"

Some folks would tell you that the price you set on your home isn't a big deal, because you can always come down. I disagree. The longer that your home is on the market, the harder it becomes to sell. Price your home correctly the first time, and you'll stand a much better chance of selling quickly as well as for a good price.

Don't base your pricing on all of the things that you want to do with the money. You and your realtor will need to look at similar homes on the market in your area, and see what their going rate is. You'll also need to take into account updates, renovations and serious faults in your home. The process is complicated, but generally you'd rather go too low than too high.

I know what you're thinking. Why in the world would you rather go with a lower price than a higher one? You want to make some cash on this sell, after all! Here's the thing. If you go high, you'll be lucky to even get viewers. If you go low, you could very well start a bidding war which will effectively drive your price up. However, you'll definitely want to talk this over with your realtor. In the event that your agent acts like it really doesn't make a hill of beans which way you go, I suggest that you find a new one. Check out this article at Realtor.com for more information.

Getting In Front Tip #6: Be Proactive With Inspections

You know, as the seller you aren't usually required to have inspections done on your own property. Most often, buyers initiate inspections once you've entered into negotiations with them, because banks require them for mortgage loans. However, if you are proactive about this situation, many buyers are going to feel much more comfortable buying your property. Why? It's simply that you have nothing to hide.

There are other advantages to having your home inspected before placing it on the market (or when you're trying to really get it to sell after it's been on the market for a while). One money-

saving reason is that you can make your own serious repairs. That's a bit cheaper than having to hire someone else. Also, if your buyer's inspectors find a problem with the home, the whole selling process is going to be drug out to no end. Go ahead and get it over with now.

Getting In Front Tip #7: Clutterless Living

Chances are if your home has been stagnant on the market, but you've had lookers, clutter is to blame. I can't possibly put into words how important it is to make your home as clutter-free and clean as possible. Really, you should shoot for eliminating about 50% of your junk, furniture and other doo-dads from the home before showing it.

I know this is a huge undertaking. But look at it this way. You're going to have to go through all of that stuff when your home sells anyway. You might as well get it over with, and give yourself a better chance of selling quickly. Trust me. If you and your neighbor have similar homes and they're both up for sale, the person's whose is the cleanest, clutter-free zone is going to be the one to go. You want to make sure that yours is the one that moves.

Rent a storage building for unnecessary furniture and personal items that you really want to keep. Some of these might include framed photos, memorabilia and holiday decorations that you don't use often. Yes, you need to declutter and depersonalize your space to this extreme extent for it to really be effective.

Weed out all of the items you can live without and either trash, [donate](#) or [yard sale](#) them. We all have a huge assortment of junk in our homes that we're never, ever going to use again. It just builds up until one day we realize we're rivaling folk's on *Hoarders*. Cut the tie that binds, and get rid of that mess. When your house sells, you'll be glad that you did.

Getting In Front Tip #8: Go the Extra Mile

You've done all of the above, and you're ready to start showing. There are a couple of other actions you can take to push your house along towards that "Sold" sign. Being willing to go the extra mile in the final stages can make all of the difference. Offer up kitchen appliances to go with the home. Offer to pay closing costs. Offer a warranty, which usually costs between \$300 and \$400. Really, all of the costs that you would put into these offers will be recouped when you sell your home. And, they can make all of the difference between your house selling and Sally Sue's place up the street getting sold.

Following these few tips and tricks, I won't lie, can be time consuming. They take grit and effort, as well as business savvy to accomplish. However, they will surely set your home apart from the rest of the pack. That's what you want, because being unique in a buyer-focused way is what you need to sell quickly and for a fair price.

Really, your realtor should have already addressed a good bit of this with you. If you don't have a realtor, I suggest you search your area for one that you can trust. Naturally, I'm more than happy to offer my own expertise for your service. Just give me call with any questions or concerns, and I'll be

more than delighted to help you sort things out. Good luck, and get moving! The quicker you get started, the quicker your home will be SOLD!