

# ALL FOR NOTHING?

## **PENNY SOUTHAM'S TIPS TO GET YOUR HOME *OPEN HOUSE* READY!**

### **De-personalize**

Get rid of theme rooms and kids' murals. It's not about your personal taste and preference, as you need to appeal to buyers. Take away family photos. You want people to be able to visualize themselves living there.

### **Neutralize**

Increase appeal to the mass market by selecting a neutral colour palette. Bold style choices have got to go! No patterned wallpaper or unconventional paint or texturing techniques.

### **State the obvious**

It may seem like a given, but make sure everything is in working order and up-to-date: windows aren't cracked, functioning furnace and plumbing and no leaky roof! Think of simple things—make sure the doorbell and all light switches work.

### **Appropriate Staging**

Set up bedrooms to look like bedrooms, not storage closets. Go all the way; don't stop at 90 per cent i.e. put bedding on the bed.

### **Lighten up!**

Get rid of dark paint colours and extra furniture. Be aware of lighting, as it is an important feature in any home. A bright, open space will always be more inviting.

### **Size matters!**

Consider the scale of a room: don't put a massive sectional in a 12-foot by 12-foot living room. You don't want to cheat yourself on square footage! If you don't currently have nice furniture, borrow or rent it.

### **Keep it neat**

If the basement is cluttered, messy or not serving a purpose, potential buyers can only see a lot of work. Make sure it's tidy and organized. This goes for laundry and mud rooms too.

### **Refresh**

A little goes a long way. New slip covers can spruce up an old or worn couch. Paint furniture or cabinetry is an easy update. Replacing knobs and fixtures shows attention to detail.

### **Finish strong**

Make sure you finish all incomplete projects around the house. Buyers see any unfinished work as time and money.

### **Your Address**

And, very importantly, make sure the home's number is visible. If they can't find your house, they can't buy it!