

THE INFORMED Home Buyer/Seller™

Helpful Advice for Making the Right Move

Issue 11

Making a Small Room Seem Bigger to Buyers

When you're putting your property on the market, you want to make it seem as big and comfortable as possible. Let's face it. Buyers are attracted to space.

However, you probably have at least one room in your home — and perhaps even more — that feels small and a little cramped.

Of course you don't want the buyer's first impression of the room to be its size. But it isn't practical to be knocking down walls and renovating. So what do you do?

Here are some ideas for making small spaces seem larger and more comfortable:

- Remove any items and extra furniture that make the room feel smaller than it really is.
- Remove any obstructions near the entranceway. You should be able to open the door fully and walk in without banging into a desk or bookshelf.
- Don't use heavy curtains on the windows. Let the light in.
- Use soft light bulbs with enough wattage to fill the room with full and pleasant (but not blinding) light.
- Less is more. Keep knickknacks, pictures and other décor items to a minimum.
- Keep the door fully open during viewings.
- Make sure there's enough space for two people to walk in and move around without bumping into each other.
- Give the room a purpose. "This is the home office." Or, "This is the comfy reading nook." If a small room doesn't have a reason for being, it will seem like wasted space.

Want more ideas for preparing your home so that it will sell quickly and for the best price? Call today.

Stain. Stain. Go Away!

When preparing your home for sale, you want to make sure all the big stuff is fixed. So you repaint the living room, repair the squeaky fence, and clear away the clutter in the basement.

But it's often the little things that buyers notice. Especially stains. No matter how small, a stain has a nasty habit of jumping out and screaming, "I'm here!"

What's the best way to remove a stain? Buy a cleaning product that matches the surface you're trying to clean. Then read the instructions carefully before you use it. If you don't, you might inadvertently damage the surface.

Use an absorbent cloth or paper towel. Avoid rubbing or scrubbing. Instead, blot firmly and repeatedly to lift the stain.

Think, Act... Live!

"Always do right. This will gratify some people and astonish the rest."

Mark Twain

"If your success is not on your own terms, if it looks good to the world but does not feel good in your heart, it is not success at all."

Anna Quindlen

"Setting your own standards — and living up to them — is a better way to profit. Not to mention a better way to make your day worth all the effort you put into it."

Seth Godin