



Sunday Column

By Grant Lopez, 2019 Chairman

10/13/19

Ready to Sell Your Home? Here's How to get it Show Ready

Making the decision to sell your home is a big step. If you haven't sold a home before it can be difficult to determine what you need to do before listing the house. Check out these steps to get your home show ready.

1. Get with a REALTOR®

If you've never gone through the sales process before, a REALTOR® is especially important. They will be able to help determine if any updates need to be made to the home, if you need to do staging and even the right price to list the home for.

2. Declutter

Before listing your home, it is important to go through each area and declutter. This may seem like a trivial task but it is so important for buyers to feel comfortable in a home so they will see themselves in it, and that's hard to do with too much stuff laying around. This step will also make it easier to donate items you aren't interested in taking with you in your move.

3. Keep up the curb appeal

While your home is on the market, make sure to keep up the curb appeal. Prospective buyers are interested in more than the inside of your home. The first impression matters, and that starts with the front yard. So make sure your yard is maintained, mow it when necessary and sweep the porch to keep buyers impressed.

4. Consider Your Décor

Your home is your castle, but when showing to prospective buyers make sure to remove any décor that could be a turn off. In showing your home you want it to appeal to as many people as possible, so try to remove any overly personal aspects so buyers can envision their own things in the home.

5. Keep it clean

Nobody wants to tour someone's messy house, so keep up with your daily chores before showings. Make sure your beds are made, floors are clean, and everything is tidy. Be especially careful to make bathrooms feel clean and fresh.

These steps, along with the help of your REALTOR®, can help you navigate the process of listing your home and showing it. For more information on buying, selling, or leasing your home visit SABOR.com and use a San Antonio area REALTOR®.

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