

5 FREE Things You Can Do to Help You House Show and Sale Faster  
By Aaron Farmer, Broker

Over the past 9 years, Texas Discount Realty has listed thousands of properties for sale. One question we are constantly asked is “*What do I need to do to my house to get it ready to sale?*” Below is a list of 5 things we tell folks to do that costs very little or most of the time no money (other than a little elbow grease).

1. **Completely Clear Off the Kitchen and Bathroom Counter Tops.** The less clutter you have on the counter tops, the more space it looks like you have. The smaller the kitchen, the more important this is. Put away the toasters and the knife set and the coffee maker and canisters and everything else, no matter how nice it is. This will give the appearance of a larger kitchen.
2. **Get Rid of Furniture and Clutter in the Living Room and Master Bedroom.** Many sellers have nice huge oversized sofas and love seats and entertainment centers. Get rid of half of it! Less is better. This stuff makes your large 30’ x 30’ living room look like a 10’ x 10’ closet. The same goes for the master bedroom. Get rid of as much as humanly possibly.
3. **Clean Out the Closets.** Buyers today love big closets. But when the closets are packed from ceiling to floor with stuff and look like you could not possibly fit anything else in it, makes it look tiny. The typical buyer will look in there and say “*I have as much stuff as that, this house will not work for us.*” Box up everything you will not use in the next 30 days and put it in the attic.
4. **Clean Everything.** Clean your house like the President and the Pope were both coming over for dinner. This includes deodorizing the house if you have pets or are a smoker. If you have pets and don’t think you have odors, ask a friend or neighbor to come by a check. If you live with the odors everyday you get use to them and don’t notice them. Many houses do not sale JUST because of pet odor.
5. **Get as Much Outside Light in the House as Possible.** Buyers don’t like walking into a dark house. Especially prior to showings, open blinds and windows, clean the windows, and even remove dark tinted solar screens if you have to. I would even suggest go as far as trimming trees back outside that shade the windows. A light house is a happy house.

As you can see by our list, LESS is better, but you would be surprised about how many sellers don’t even do these 5 simple things that would make their house look and show so much better. There are other things that might cost you a little bit, but are also worth while doing like landscaping, painting, and minor repairs.

Having a clean and clutter free house also tells the buyers that this is probably a well maintained house as well.

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