

# Get Ready To List

(while you're stuck at home)

WITH YOUR FRIENDS AT DOVE PROPERTIES

We've seen our fair share of ups and downs in the Real Estate industry, and while our current situation is unique, we know that there are buyers out there who are going to be ready to buy a home when they can see them again. With limited inventory in the Charlotte area, now is a great time to get your home ready to sell, and here's our list of the biggest complaints we hear from buyers when they walk through a property, and what you can do NOW to avoid them.

## 1 Buyer's Complaint: There's too much STUFF! Seller's Solution: De-clutter.

If you're moving, you're going to have to pack up your entire house anyway, so start BEFORE you list your house. Pack up everything you can - books, pictures, decor, extra cookware, etc. If it's sitting out where someone can see it, ask yourself if you really need that or if it can be packed up. Bonus points for sellers who neatly store everything that's been packed up together in a garage, storage room, bonus room, attic, or other sparsely used space in your home outside of the main living areas.

## 2 Buyer's Complaint: Ew! I don't want to touch anything. Seller's Solution: Clean.

While you're packing things up, you might as well do some deep cleaning. We're talking clean the baseboards, the ceiling fan blades, clean out the fridge, your closets and storage areas, make them neat, tidy, and don't leave a crumb or dust bunny behind. Sparkling clean houses bring in offers from buyers.

## 3 Buyer's Complaint: I like the inside, but there's not a lot of curb appeal. Seller's Solution: Landscape.

Some buyers won't even go inside a house if they don't like the yard! Mow your grass, edge, pull the weeds, put down some pine straw or mulch, and make sure your plants are tidied up. You may even want to add some fresh flowers or small shrubs to your yard. A minimal investment in your yard goes a long way in getting buyers through your door.

## 4 Buyer's Complaint: Wow! That's a lot of color. Seller's Solution: Tone down the walls.

Sometimes you need to visually de-clutter your home by toning down the wall color. Choose neutral wall colors like Classic Grey from Benjamin Moore, Agreeable Grey from Sherwin Williams, or On Point from Clare. Most paint sellers have kits available online - just measure the room you need to paint, enter the dimensions online, and they'll ship all of the paint and supplies you need right to your door.

## 5 Buyer's Complaint: I don't know where to start with this house Seller's Solution: Get the professionals to weigh in

Figuring out what to change, clean or update for the biggest impact can be a challenge, but we can help. Schedule a virtual consultation with Dove today. We can Facetime or set up a Zoom Video Call to see your house and help you decide what projects to tackle to get your property ready to sell.

WE'RE HERE FOR YOU WHEN YOU'RE READY TO SELL.

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