

# HINTS FOR HOMEOWNERS

## To Sell Your Home: Make It Clean and Clutter-Free

(NAPSA)—Selling your home may seem like a daunting task but it doesn't have to be. "It is very important to be clean and clutter-free to show buyers that your house has been well cared for," says Martha Webb, real estate expert and author. A few helpful hints can simplify the process and help lead you to success.

**A perfect exterior:** The first challenge is enticing prospective buyers to come in for a peek. Make sure that the outside of your home is in tip-top shape by removing any unsightly objects from the yard and around the house. All rakes, children's toys, garbage cans and tennis shoes should be out of sight. Trim the hedges and cut the grass, and don't forget about the flowers!

**Make the inside sparkle:** Before the potential buyer steps foot in the door, you'll want to ensure that the inside looks as beautiful as the outside. Be sure to clean, clean, clean! If you don't have a lot of time to clean, make a quick pass through the house with the Swiffer Sweep + Vac, which combines the Swiffer cloth with a small vacuum for a quick yet thorough clean. Also try to de-clutter your house as much as possible. Having everything neat and organized not only looks nice but also creates the illusion of space, making your house appear larger. Little touches are important as well—make sure to put down toilet seats and straighten out rugs and pictures.

**Create an ambiance:** "Build the essential emotional connection to help buyers imagine daily life in your house," says Webb. All houses have a distinct personality. Strive to give your house charac-



ter that will engage prospective buyers and help it stand out. By adding soothing smells and sounds, visitors will be more apt to think back on the pleasant atmosphere resonating from within your home. You can do this by simply baking cookies and putting on soft music. Turn on lamps rather than overhead lights to avoid unwanted shadows or glares. Most importantly, make your pets scarce as they may intimidate your guests or create last minute messes.

**Satisfy appetites:** Everyone is happy to see food! Be sure to have something small for your visitors to nibble on while they are learning about your home. If they are very hungry when they arrive, they may be inclined to rush through the house and not take the time to really experience all that your house has to offer. Who knows—it may even prompt them to stay a bit longer than intended! Have plenty of water and cold beverages on hand in the Spring and Summer months, as well as hot chocolate and coffee during the Fall and Winter.