

Staging Your Home

Staging your home might be nothing more than placing a new floral arrangement in the foyer, or baking a batch of fresh cookies. But that might make all the difference in a competitive real estate market.

If you're having trouble selling, or are just worried that it's not set up to show off its best assets, consider making a few smart changes. Here's how they can up your listing's profile.

ACCESSORIZING

Staging your home might involve a huge makeover. More often, however, it comes down to the little things like creating pops of color or coordinating around a style. Create baskets of appropriate accessories for key rooms, including spices and jellies in the kitchen or spa oils and fragrances in the bath. Wrap your towels in attractive ribbons. Toss a small attractive blanket across a monochromatic piece of furniture. In the end, these tiny touches



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REAL ESTATE 101

Highlight Your Home's Strengths

Highlight your home's strengths, downplay its weaknesses and appeal to the greatest possible pool of prospective buyers with these home-staging tips from the experts at HGTV at bit.ly/35sRw01.

complete the look.

MAKING SPACE

An inviting sense of comfort might be achieved with nothing more than scented

candles, a few books or a well-placed new plant. But in other cases you may need to remove something rather than add to your home's decor. Clear away kitchen

gadgets or bathroom products to show off your countertop's unique pattern. Store other bits of everyday clutter too, from towels drying on the shower door to the boots

you kicked off yesterday. Everything will feel more spacious.

GET OUTDOORS

Many forget that the outdoors are a key part of selling your home. After all, it's the first thing a prospective buyer sees. Roll up those sleeves and clear away any dirty, disused or rusty items, including lawn-care equipment, grills and lawn chairs. A larger yard makeover might be too costly or time consuming if you're trying to quickly sell, so focus on the areas around the doors, porches and balcony. Add a birdhouse or hanging planter, completing the look with wind chimes or fresh-cut floral arrangements from your garden.

HIRING A PRO

If you don't have a knack for decor, consider hiring someone. A home-staging professional will arrive with knowledge of both the real estate market in your area, and the latest style trends. They can help turn any ordinary listing into something extraordinary, showing off your home's best attributes — and de-emphasizing the rest. Home stagers can be a wise investment before you take photographs for your real estate ad, and even more so if the home has been for sale longer than expected.



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HOMEWISSE GLOSSARY

First mortgage: The first mortgage is the primary loan against a property, and takes precedence over any other mortgage, equity line or other lien. **SOURCE:** MLS.com

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