



Real Estate Times

with Suzanne Dingley

RAISE THE CURTAINS

If you're selling in anything other than a hot market, you might find "staging" your home can help generate more interest and offers. You needn't spend thousands of dollars on improvements or professional consultants, however. There are several things you can take into your own hands to improve your home's appeal.

Begin by removing scatter rugs and knickknacks, which can clutter a room. In the kitchen, remove all appliances from the counters except the coffee maker and microwave. Set your dining table in a welcoming fashion, with plates, flatware and napkins.

You might be tempted to throw everything into the closets, but buyers will look there, too, so box everything up and place into storage. Focus on the "feature rooms" - the dining and living areas and master bed-

room - keeping additional rooms as sparsely furnished as possible. Do your spring cleaning now, scrubbing the walls and floors and shining up those windows.

It has been estimated that one out of four homes listed are "staged," and "The Complete Idiot's Guide to Staging Your Home to Sell" states that you could gain up to \$9,000 on a \$200,000 house if it's properly presented. You might spend up to \$100 per room in time and money, but that's a pretty small investment for that kind of return. Your real estate representative will have even more suggestions.

*For responsible service in all your
Real Estate needs, call*

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Free consultation

We never stop moving.

