

Tiffany Thomas

Expert Tips to Prepare Your Home For Sale



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Howdy there! I'm Tiffany, your friendly realtor. If I've learned anything, it's that people matter most, community is the heart of a city, and relationships turn buildings into homes.

The relationship I build with my clients is one of trust and respect. I value honesty, even when it's a difficult conversation. This type of professional care helps me find your dream home or comfortably sell it for your next adventure.

Purchasing real estate is more than just a financial investment. Selling can be emotional, but I'm here to make the process as smooth and painless as possible. I minimize stress by preparing, educating, and protecting your interests. I will strategize, negotiate, and connect you with valued experts along the way. You are my top priority.

With 12 years of entrepreneurial and sales experience, I am resourceful, educated, and savvy at navigating the Bulverde, Spring Branch, and Timberwood Park Market areas of Comal County Texas. I specialize in

the local neighborhoods here and aim to help you make connections. I care about more than snagging clients. I will bring you the best of my knowledge.

Buyers need to know what life is like on a particular street, at the neighborhood park, the diner on the corner, local traffic, or worse, construction. These things impact the story of home. My goal is to get you the best possible price and most ideal terms.

I keep engaged in the ever-shifting market trends and go beyond the minimal real estate education requirements to grow personally and maximize your experience.

Here's a free guide I've put together to help you prepare your home to sell! Thanks so much for your time, trust and visit. I am thrilled to connect more and join you for this part of your journey!

Talk Soon,

Tiffany



First Things First

HIRE A REALTOR.

Remember: Realtors aren't all created equal.

One worth hiring is highly educated in real estate matters, updated on your specific market, aware of common mistakes to avoid, priceless tips, negotiation tactics, and the overall process. Other than the above qualities you want in the realtor you hire, what do I specifically bring to the table?

When you list with me, you get the **WHOLE GROUP FOR THE PRICE OF ONE**. I make sure to provide professional **PHOTOGRAPHY, AERIAL SHOTS,** and a **VIDEO TOUR** to amplify the appeal of your home to potential buyers that may be looking at similar properties.

I've specialized in giving **EXPERT MARKET ANALYSIS** review of your home's value in today's economy. I am a member of multiple **MLS** platforms to **REACH MORE POTENTIAL BUYERS**. I will precisely analyze your goals and prepare you for the overall process and possibilities you may encounter.

When I have your back, you will **KNOW YOUR NEXT MOVE,** be **READY,** and **INFORMED.**





KEY STARTERS

7 KEYS TO START LIKE A PRO

1. Gather Important Papers

Hunt down all the documents in advance to save time if you are serious about selling: utility and tax bills, renovation information, warranties, mortgage documents, survey, and rental contracts.

2. Make a Spare Key

Buyers and their agents will be viewing your home during showings. An extra set saves you from not having to open the lockbox whenever you come home.

3. Get Packing Materials

On your next Amazon order, get equipped with proper moving supplies and avoid unnecessary stress. For excess items to move, consider renting a POD storage unit to make the leg work easier.

4. Create a List of Repairs Avoided

Tackle the holes, leaks, and fixtures that suddenly stopped working, either with your own two hands or a hired hand. I know of some great ones if you're feeling stuck.



Key Starters

5. Clear Space and Organize

If you have “junk drawers” or larger versions where a room or garage has served its purpose as a storage area, this is the time to finally take on that project of sorting through the stuff and tidying up.

6. Rid Yourself of Baggage

Make piles to give, keep or trash as you pack up. This can be a great double whammy for packing while lightening the load.

7. Generalize the House

Potential buyers will have all varieties of personalities and preferences that differ from yours. Keep this in mind by de-personalizing your home so that viewers can imagine their personal items without distraction.



Room By Room

Bedrooms

Bedrooms are a place of relaxation and comfort. To stage, invest in a solid duvet cover and some XL square pillows. Think straight, clean lines applicable to hanging wall art, books, and bedding. Remove photos, whatnots, and especially any items you'd be embarrassed for a guest to see. Make sure the room isn't cramped with furniture.

Consider storing excess furniture at a friend's home or storage unit.

Bathrooms

Scrub the bathroom. Put toiletries out of sight. Invest in some new clean towels for display only. If your bathroom accessories look worn out, replace them at your local Bed, Bath & Beyond. Cheap replaceable items such as towel racks and toilet paper holders may be a good idea to revamp as well.

Kitchen

This room is so vital that you are essentially selling your kitchen, not your house. Clean the fridge inside and out. Remove magnets, calendars, pictures, and your child's artwork—clear counters by removing as many appliances as possible. Wipe the inside of the cabinets, and drawers without stuffing them back up. The million-dollar question for buyers is, "Will my things fit in this house?". Fresh flowers can add warmth and color for a welcoming vibe.

Dining Room

Make sure this looks like a place people would want to eat. If there are piles of paperwork or kid's toys, make room for an imaginary banquet. Make the space feel larger by removing extra seating or a table extension piece—dust off your hutch. If your table is scratched up, consider a table cloth.

Living Room

Home Goods or Hobby Lobby is a great place to purchase a few luxurious-looking pillows to spruce up your sofa game. Hide wires out of sight. Polish any leather or wood items and clear clutter.

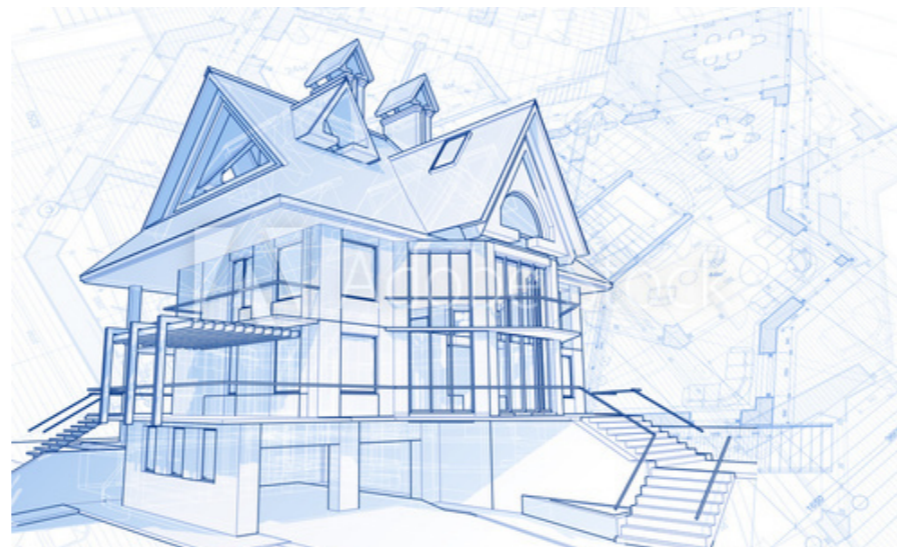
Backyard

Get your grill, garden, sprinklers, patio furniture, and deck in shape. Pay attention to details. Fresh soil, a clean grill, a cleared fire pit, and solid

decking all contribute to the ambiance.

Curb Impressions

What is the first thing you see when you pull up to your house? First impressions can't be undone. Fresh paint over faded or chipped spots is highly impactful. Make the front of your house feel inviting with few but quality items, such as a lively potted plant. Check that your night lighting is operational to help show off your home when buyers visit.



A Special Touch



Discover how small improvements with things like lighting and paint can drastically impact buyers.

You will want some home features to stand out that are often overlooked: lights, walls, doors, windows, floors, and paint. I HIGHLY recommend LED daylight bulbs throughout the house but at the minimum, make sure all lights are working. Free walls/doors of scuff marks, patch holes, and add a fresh coat of paint. Windows should be smudge-free and cleaned out. Remove odors from floors/carpets. Steam clean and vacuuming creates crisp lines similar to the brand new home feel. Don't bypass the cracks and corners. Check that your baseboards are clean when inspecting floors. If you'd prefer a pro, I can get you in touch!

3 of My Best Reminders:

1. *Relocate Pets.* Our pets are family, possibly even more valued than some of our relatives. However, potential buyers will not have the same adoration for your furry friends. Be it past experiences, allergies, or fears; it's best to make plans for all your pets to be out of the house. This helps with smells and gives you peace of mind for them as well. Chinchillas, Dogs, Cats, or Rabbits may find the various visitors stressful and confusing.
2. *Be flexible with showings.* Buyers are busy people too. It helps sell your home to have a friendly and agreeable attitude with people looking to purchase. Some individuals are glued to their jobs or have unusual hours of availability. Being mindful and open to spur-of-the-moment, unplanned, or inconvenient showings for a brief time may prove to be worthwhile.
3. *Consider Staging.* Especially in a buyer's market, staging can maximize your home's potential and help it rise above comparable properties. Imagination can be tricky, leaving a family unsure about taking the financial leap, while a magazine-like environment can provide the much needed peace of mind.



Final Stages: 3 Wrap Up Considerations

Congratulations, you're in the home stretch!

For the finale, a CLEAN HOUSE is certainly required. While you can pull up your sleeves and work on this yourself, I highly recommend hiring a professional cleaner with experience and knowledge, so the nooks and crannies don't get overlooked.

IF YOU HAVE CHILDREN, keep in mind most buyers won't be interested in stepping around mounds of toys, viewing dirty diapers, or seeing the messy paint projects on display. Make sure you have concealed or cleared out these items in advance.

Let's review SMELLS. People get accustomed to the smells they live around. The only smell you want buyers to sense is the inviting scent of a well-placed Apple Cinnamon candle or a batch of fresh-baked cookies they are welcome to devour. *If you have animals*, wash any bedding or surfaces they frequent. Tuck the litter box out of sight and keep it clean. Don't bombard the buyer with air fresheners. Also, keep in mind, some people don't like Febreze.

Feeling overwhelmed?
Let me help you accomplish all these
tasks with greater ease by partnering
with me as your real estate expert.

