

## TIPS FOR INCREASING “WALK-THRU” APPEAL by Vern Yip of Trading Spaces

- **Get a Fresh Start** To improve first impressions, give your home a thorough cleaning to eliminate cobwebs, dust and dirt from windows and corners.
- **Add, Subtract & Rethink Your Room** Draw attention to traffic flow, furniture placement and architectural features, including windows, fireplaces, and vaulted ceilings, by removing furniture and knick knacks or arranging furniture at angles to improve traffic flow. Also, storage space is a very important asset for buyers. Removing half the clothes and other items from closets and shelving gives the impression of more space. You are moving anyway...why not start packing early?!?
- **Setting the Stage** “Staging” is a technique to increase the attractiveness of your home. Small, inexpensive touches, such as fresh flowers, beautiful table settings, turned-down beds, a newly mowed lawn, or a freshly painted door will enhance the visual appeal. It is also important to ensure that rooms are free of clutter, clothes, and toys. It is a good idea to pack up your personal photographs. When prospective buyers are viewing homes, they do the “mental move-in” by visualizing themselves living there. Make it easy for them to choose your home by giving them a blank, yet comfortable, canvas.
- **Start the Show** It is time to invite potential buyers to view your home! Ensure an inviting feel by turning on the lights, keeping the thermostat at a comfortable level, and maintaining a tidy home!



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