



What You Should Do Right Now to Make Your Home Sell Faster

When it comes to what you can do to make your home more attractive to potential buyers, it's important to know that not all home improvement projects are created equal. If your ultimate goal is to sell your home quickly and for a reasonable price, think about making some of these high-impact changes.

Give the Roof a Refresh

A new roof is certainly not the sexiest of home renovations. It also tends to cost between \$5,000 and \$10,000 depending on the scale of the project. However, one of the biggest impediments for potential homebuyers is a shoddy roof. That's because any realtor worth their salt will warn a buyer about the potential costs of a new roof -- or anything that could happen due to a faulty one. Not only will updating a sub-par roof put potential buyers at ease, but [Southern Living notes](#) that you'll also make back an estimated 105 percent of your costs.

Focus on Web Appeal

Curb appeal has always been a big deal. If your home doesn't look great upon first glance, it may not matter that it's awesome in every other way. That exterior presentation matters. It still does, but something has displaced it as the most-important surface-level consideration.

[Zillow says](#) that “web appeal has become the new curb appeal. And if your home doesn't photograph well ... then curb appeal won't even make a difference.” So unless you are a professional photographer yourself, it may be smart to hire one, as well as someone with home staging experience to ensure your online photos really pop. Most home browsing happens online these days, so if you want to get people in your door, you have to wow them on the web.

Highlight Storage Space

It goes without saying that any home on the market should be clean and tidy, but some sellers forget about their storage spaces. Buyers care about these “unseen” places! You should really try to show any potential buyer how much space they will have to store their stuff. This means making attics, basements, and closets immaculate.

[Realtor.com says](#) that a clean and tidy garage, specifically, is a big selling feature. Instead of putting all your junk out in the garage just to get it out of the house, consider renting a storage locker during the selling process.

Make Your Budget Stretch as Far as It Can

Before making changes, it's a good idea to [calculate how much](#) you can make from selling your home. If you only have a limited amount of money to spend on making your home more attractive to buyers, look into spreading it around on several low-cost, high-impact projects, as opposed to one big one. Organization is free and easy. Removing old wallpaper and giving your home a fresh coat of paint does wonders (don't forget that trim and the front door). Spruce up rooms with area rugs, pillows, and flowers.

Finally, don't be stubborn about your pricing. We all overestimate what our homes are truly worth to other people because they are ours. We put the work into them. We have memories there. As [HGTV says](#), you can list your asking price at 10 percent or lower than was it's worth and possibly be crushed by offers. You may even start a bidding war if you're lucky, but it will surely help you sell quickly!

Photo by [Olu Eletu](#) on [Unsplash](#)