

# DOES YOUR HOME MEASURE UP?

Depersonalizing



Depersonalizing is an important step when it comes to selling your home. It means that you need to let go emotionally and this can be a tough process. Now that you have made the decision to move, you need to commit to that and remove your identity from the house. Focus on turning your home into a “model home”. Disconnecting yourself from your house will allow the buyer to emotionally connect and envision themselves living there, not feeling that they are a guest in your home.

## Things to think about

- Remove all personal and family photos
- Remove all memorabilia
- Pre-pack books and music that do not appeal to a wide range of buyers
- Pre-pack your collections
- Do you have belongings that could be potentially disagreeable to buyers?
- Remove and pre-pack any items that could be potentially offensive or disagreeable
- Store away and organize children’s toys, games and books

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