

## PREPARE YOUR HOME TO SELL

In addition to any repairs that may be needed to get your property ready to sell, it is equally important to clean thoroughly, beautify, and strengthen the appeal of your home prior to showing. Look at your home through the eyes of a prospective buyer and determine what needs to be cleaned, painted, repaired and uncluttered. Buyers are still primarily motivated by emotion. You want the buyer's tour of your home to be pleasant, exciting and productive. Here are some suggestions that will improve the show-ability of your home.

### **Curb Appeal**

- Cut lawn
- Trim shrubs
- Weed and edge walks and flower beds
- Repair shutters and exterior trim
- Clean gutters of leaves
- Touch up exterior paint
- Repaint front door if faded

### **General Maintenance**

- Tighten doorknobs
- Replace burned out light bulbs
- Touch up paint
- Repair leaking faucets & toilets
- Wash windows
- Clean furnace and replace filters

### **Create the Illusion of Spaciousness**

- Clear stairs and hall
- Eliminate bulky unnecessary furniture
- Make closets neat. Arrange shoes and other objects
- Clean coat closet. It's the first one inspected. Make it appear roomy.
- Remove all clutter throughout house
- Clear countertops of extra appliances. This makes the counters appear bigger and brighter.
- Shampoo carpets
- Clean washer and dryer
- Clean refrigerator
- Clean and freshen bathrooms
- No smoking inside
- Clean light fixtures
- Clean out garage
- Clean the oven
- Clean everything

**If you have decided that certain fixtures are not to be included in the sale of your house, (custom lighting fixtures, for example) remove and replace them before buyers are shown the house.**

### **Showing Atmosphere**

- Avoid having any people (including yourself) or animals present during all showings so that buyers can visualize the home as their own. A buyer will spend less time in your home if you are there. Plan your shopping, go for a walk, visit a friend, just be gone when a showing is scheduled. (This includes any evening showings or open houses) If you do run into a buyer, do not volunteer any information.
- Turn on lights (including closet lights)
- Open drapes and blinds
- Play quiet background music
- Add pleasant scents with candles or food
- Keep temperature comfortable
- Set your home off from the other houses on the street, a tub of flowers on the front porch, etc.