

Preparing Your Home FOR SALE

First impressions have major impact on potential Buyers. Try to imagine what a potential Buyer will see when they approach your house for the first time and walk through each room. Ask your Real Estate Agent for advice; they know the marketplace and what helps a home sell. Here are some tips to present your home at its best:

INTERIOR

Clean:

- Doors
- Windows
- Light switches
- Baseboards
- Chair rails
- Carpets
- Draperies

Paint:

- Paint/repaint rooms in neutral colors as needed

Other Tasks:

- Remove/pull back dark curtains
- Lubricate squeaky door hinges
- Clean ceiling fans
- Check for cobwebs in all corners
- Fix scratches in wooden floors
- Repair/replace broken flooring
- Use area rugs, if needed
- Empty wastebaskets
- Make beds
- Fluff or replace accent pillows

KITCHEN

- Keep dishes and food out of sight
- Clean appliances
- Sweep/Mop
- Clean light fixtures
- Test electrical outlets
- Eliminate cooking odors
- Deodorize garbage disposal, dishwasher, and refrigerator
- Clean cupboards and under sink
- Replace garbage disposal gasket to reduce noise

BATHROOMS

- Remove soap residue, mildew, and mold from surfaces
- Clean out cabinets; remove nonessentials
- Keep fresh, clean towels on towel rack
- Clean/lubricate shower door
- Replace shower curtain
- Clean exhaust fan, heater; replace if broken or noisy
- Clean out area behind washer/dryer
- Eliminate any mildew odors

CLOSETS

- Keep closets clean and free of clutter
- Throw out or pack away nonessentials
- Eliminate any signs of dampness
- Check for and eliminate cracks

GARAGE | CARPORT | SHED

- Clean and unclutter
- Adjust tension rod to eliminate sag from garage door
- Put away tools
- Clear any cobwebs
- Remove oil/paint stains from floor
- Lubricate/adjust/repair garage door opener
- Vacuum
- Replace filter
- Clean intake vent

EXTERIOR

Replace, repair, paint:

- Plaster
- Wood siding
- Trim
- Rain gutters
- Shutters
- Doors
- Draperies
- Window frames
- Screen
- Water spigots
- Street numbers on house
- Fences/gates
- Outdoor lighting

Clean:

- Siding
- Windows/screen
- Pet droppings
- Outdoor BBQ
- Pool/spa
- Service areas/trash cans
- Haul away garbage/debris
- Straighten woodpile
- Test doorbell
- Clean oil stains from driveway

ADDITIONAL TIPS

Clean everything

Cleanliness signals to a Buyer that the home has been well cared for and is most likely in good repair. A messy home will cause Buyers to notice every flaw.

Unclutter your home

The less “stuff” in and around a home, the roomier it will seem.

Let the light in

Open the blinds. Put brighter bulbs in all the lamps. Bright, open rooms feel larger and more inviting.

Let some fresh air in

If the weather is nice, open the windows. Fresh flowers and potpourri can also be used to your advantage.

Send the kids to Grandma's

Or take them on a walk around the block. Active children can be distracting to someone viewing a home.

Paint

There's nothing that improves the value of a home more than a few cans of paint. And it's so often easier to paint a room than it is to scrub it. Stick with neutral colors.

Keep the noise down

Turn off TV and turn on soft instrumental background music.

Whatever It Takes



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