

# Preparing Your Home



Your home has just one chance to make a great impression with each potential buyer. And it can! The following “tricks of the trade” will help you keep track of what needs to be done. The whole idea is to present a clean, spacious clutter-free home—the kind of place you’d like to buy. Accomplish a little every day, and before long your home will be ready to make the impression that can make the sale.

## Your Home’s Curb Appeal

- Mow lawn
- Trim shrubs
- Edge gardens and walkways
- Weed and mulch
- Add color and fill bare spots with plants
- Sweep walkways and driveways, remove branches, litter and toys
- Take stains off your driveway with cleanser or kitty litter.
- Stack wood pile neatly
- Clean & repair patio/deck
- Remove any outdoor furniture that is not in good repair
- Make sure pool/spa sparkles
- Replace old storm drains
- Repair broken windows, shutters, replace torn screens, make sure frames and seams have solid caulking
- Hose off exterior wood & trim, replace damaged trim.
- Touch up exterior paint
- Clean out & repair gutters, drains and eaves
- Clean and remove rust from air conditioning units
- Paint front door and mailbox if needed
- Add a new front door mat and add a seasonal decoration by the door
- Shine brass hardware and light fixtures
- Make sure doorbell is in good working order
- Fence is in good repair

## General Interior Tips

- Add a fresh coat of paint in a light neutral color
- Shampoo carpets, replace if necessary
- Clean & wax hardwood floors, refinish if necessary
- Clean & wash kitchen & bathrooms
- Wash all windows, vacuum blinds, wash window sills
- Clean the fireplace
- Clean out and organize closets, add extra space by packing clothes & items you won’t need again until after the move.
- Remove extra furniture, worn rugs & items you don’t use.
- Keep papers & toys picked up – Especially on stairways
- Repair problems such as loose door knobs, cracked molding, leaking taps and toilets, squeaky doors, closets or screen doors which are off their track.
- Secure jewelry, cash and other valuables in a safe place.

## Living Room

- Make it cozy & inviting, discard chipped or worn furniture or frayed rugs.

## Dining Room

- Polish any visible silver & crystal
- Set the table for a formal dinner to help viewers imagine entertaining here.

## Kitchen

- Make sure appliances are spotless inside & out (try baking soda for cleaning)
- Make sure all appliances are in good working order (new water filter, etc.)
- Clean often forgotten spots on top & behind refrigerator and under sink
- Wax or sponge floor to brilliant shine, clean baseboards
- Unclutter all counter space, remove countertop appliances
- Organize items inside cabinets, pre-pack anything you won’t use before the move.



## Bathrooms

- Remove all rust and mildew
- Make sure tiles, fixtures, shower doors, etc. are immaculate and shining.
- Make sure all fixtures are in good repair
- Make sure lighting is bright and soft

## Master Bedroom

- Organize furnishings to create a spacious look with well-defined sitting, sleeping and dressing areas

## Garage

- Sell, give away or throw away unnecessary items
- Clean oily cement floor
- Provide strong overhead light
- Tidy storage or work areas
- Garage door works properly

## Basement

- Sell, give away or throw away unnecessary items
- Organize & create more floor space by hanging tools & placing items on shelves
- Clean water heater & drain sediment
- Change furnace filter
- Make inspection access easy
- Clean & paint concrete floor & walls
- Provide strong overhead light

## Attic

- Tidy up by discarding or pre-packing
- Make sure air vents are in working order
- Provide strong overhead light

## Prepare for Photos

- Move cars away from the front of the house
- Remove or pack up family pictures
- Remove shampoo bottles, soap & any other items from shower
- Remove small appliances from kitchen counter
- Move trash & recycling to a place that won't be photographed
- Mow the lawn, trim trees & bushes
- Make sure all toys, water hoses and gardening tools are put away.
- Turn all the lights on for photographer



## Prepare Paperwork To Share With Buyer

- Copy of utility bill
- Permits
- Manuals for appliances
- Invoices of work completed on the house.
- Make a list of items the Buyer would like to know about the property. Quirky items about the house. EX: How the sprinkler system works, doors shut, water shut off, garage door, etc.

**Have this information out on the counter or a table during their inspection period.**



## When It's Time to Show

- Open all drapes & shades, turn on all lights
- Pick up toys, clutter, check to make sure beds are made & clothes are put away.
- Give the carpets a quick vacuuming.
- Add some strategically placed flowers.
- Open bathroom windows for fresh air.
- Toilet seat is down
- Add a plug-in air freshener or potpourri
- Turn off the television & turn on music at a low volume.
- Make arrangements for pets to be gone if possible or have them crated.
- Make sure pet areas are clean and odor-free
- Make sure trash is disposed of in neatly covered bins
- It's important that you leave so the buyers feel free to talk openly and ask their agent questions.

