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PREPARING YOUR HOME FOR SALE

MAKE A GREAT FIRST IMPRESSION

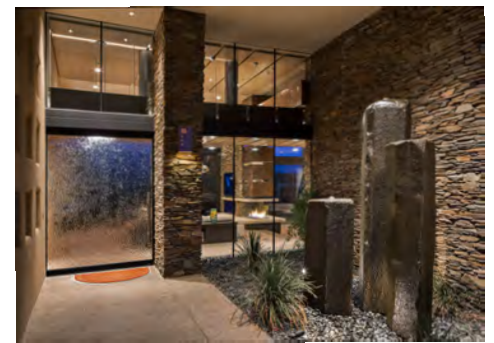
Getting your home into top showing condition is the most important thing you can do before starting to market your home. Look at your home through a buyer's - what do you see?

Kitchen

- The kitchen is the most important room in the house. Make it bright and attractive.
- Make sure the kitchen is spotless. Clean the floor, windows, cabinets, stove and ventilating hood, etc.
- If the kitchen floor is badly worn, replace it with new flooring.
- Replace any loose tiles on the counter and walls.
- Remove any appliances or knick-knacks you keep on the counters. Clean, uncluttered counters will make the room look bigger.
- Clean and neatly arrange refrigerator, freezer, and pantry.
- Remove refrigerator magnets.

Outside

- Make sure the front door and patios are fresh and clean looking. Repaint/ Stain the front door if necessary.
- Keep the landscaping trimmed and neat looking. Freshly planted flowers look attractive and inviting.
- Sweep walkways.
- Paint your house if necessary. This can do more for the sales appeal than any other item. If you don't want to paint, consider touching up.
- Check the roof for any necessary repairs.
- Check the pool to ensure that all equipment is in working order. Replace any missing tiles.
- Make sure exterior lights are clean and operating.



Garage

- Clean out the garage and dispose of anything you are not going to move. Box up everything you won't need until you're in your new garage. The garage should have room for cars.
- Make sure the garage door opener is in good working condition.
- Sweep floor and clean any grease spots.



- Wash all windows. Replace any torn screens or cracked window panes, and test windows to be sure each opens.
- Ensure all fences are secure.
- Get rid of oil stains on driveway and patch or seal coat as needed.
- Make sure the doorbell is operational.



Living Areas

- Ensure all walls are in top shape. Repair all cracks, nail pops or visible seams in drywall.
- Check ceiling for leak stains. Fix the source of the leak, repair the ceiling and paint.
- In painting or redecorating, avoid offbeat colors. Stick to white or easy to work with neutrals.
- If you have a fireplace, clean it out.
- Replace burned out light bulbs. Put in brighter light bulbs. Make sure light switches work.
- Remove distracting posters or other personalized decor.
- Clean floors and vacuum rugs.
- Straighten up the closets and get rid of excess items.
- Replace air filters.
- Use air freshener to eliminate musty or unpleasant pet or cooking odors.
- Fix any doors that stick.
- Remove papers from coffee tables and end tables.
- Keep laundry area clean and organized.



- Put unnecessary furniture into storage so the house seems spacious and uncluttered.
- Consider hiring a home staging company to consult on the furniture and decor that will help your home sell quickly.

Bathrooms

- Repair any dripping faucets.
- Keep fresh towels in the bathroom.
- Remove any stains from toilets, sinks, bathtub and shower.
- If the sink, bathtub or shower drains slowly, unclog it.
- Clean floors and fixtures.
- Replace shower curtain and put out guest towels.

Before You Leave Each Day

- Make beds. Open drapes and blinds.
- Turn off TV and turn on soft music.
- Wipe down counter top.
- Turn on lights in dark areas.
- Make sure rugs are clean and straight.
- Do a “once over” cleaning - vacuum, sweep & dust.
- Clean and straighten up bathrooms.
- Put away dishes.
- Double check entry way.
- Empty wastebaskets and garbage.
- Final check every room.
- If possible, get pets out of house.



Consider having your home inspected before you list it. In doing this, you will learn if there are any major repairs needed and can address them before the house goes on the market. This also shows the buyers and their agent that you have been proactive.