

preparing your home **FOR SALE**

First impressions have a 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 Realtor® for advice; they know the marketplace and what helps a home sell. Here are some tips to present your home in a positive manner:

- ✓ Mow and edge the lawn regularly, and trim the shrubs.
- ✓ Make your entry inviting: Paint your front door and buy a new front door mat.
- ✓ Paint or replace the mailbox, if needed.
- ✓ If screens or windows are damaged, replace or repair them.
- ✓ Repair or replace worn shutters and other exterior trim.
- ✓ Make sure the front steps are clear and hazard-free.
- ✓ Make sure the door bell works properly and has a pleasant sound.
- ✓ Ensure that all exterior lights are working.
- ✓ Check stucco walls for cracks and discoloration.
- ✓ Remove any oil and rust stains from the driveway and garage.
- ✓ Clean and organize the garage, and ensure the door is in good working order.
- ✓ Repair or replace loose knobs on doors and cabinets.
- ✓ Shampoo carpeting or replace if very worn. Clean tile floors, particularly the caulking.
- ✓ Brighten the appearance inside by painting walls, cleaning windows and window coverings, and removing sunscreens.
- ✓ Repair leaky faucets and caulking in bathtubs and showers.
- ✓ If doors stick or squeak, fix them.
- ✓ Make sure toilet seats look new and are firmly attached.
- ✓ Repair or replace loud ventilating fans.
- ✓ Replace worn shower curtains.
- ✓ Rearrange furniture to make rooms appear larger. If possible, remove and/or store excess furniture.
- ✓ Remove clutter throughout the house. Organize and clean out closets and pantry.
- ✓ Make sure all kitchen appliances are clean and work properly.
- ✓ Avoid extension cords in plain view.
- ✓ Keep washer and dryer clean and empty.
- ✓ Air conditioners/heaters, evaporative coolers, hot water heater should be clean, working and inspected if necessary. Replace filters.
- ✓ Check the pool and/or spa equipment and pumps. Make sure all are working properly and that the pool and/or spa are kept clean.
- ✓ Inspect fences, gates and latches. Repair or replace as needed.

staging **YOUR HOME** for show

To make the best impression, keep your home clean, neat, uncluttered and in good repair. Please review this list prior to each showing:

keep everything clean. A messy or dirty home will cause prospective buyers to notice every flaw.

clear all clutter from counter tops.

let the light in. Raise shades, open blinds, pull back the curtains and turn on the lights.

get rid of odors such as tobacco, pets, cooking, etc.,

but don't overdo air fresheners or potpourri. Fresh baked bread and cinnamon can make a positive impact.

send pets away or secure them away from

the house, and be sure to clean up after them.

close the windows to eliminate street noise.

if possible you, your pets, and your children should be gone while your home is being shown.

clean trash cans and put them out of sight.

if you must be present while your home is shown, keep noise down. Turn off the TV and radio. Soft, instrumental music is fine, but avoid vocals.

keep the garage door closed and the driveway

clear. Park autos and campers away from your home during showings

hang clean attractive guest towels in the bathrooms.

check that sink and tub are scrubbed and unstained.

make beds with attractive spreads.

stash or throw out newspapers, magazines, junk mail.

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