

# Preparing Your Home

Your home has just one chance to make a great impression with each potential buyer. And it can! The whole idea is to present a **clean, spacious, and 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
- ☐ Sweep walkways and driveway, remove branches, litter or toys
- ☐ Add color and fill in bare spots with plantings
- ☐ Remove mildew or moss from walls or walks with bleach and water, other cleaner, or pressure washer
- ☐ Take stains off your driveway with cleaner or kitty litter
- ☐ Stack woodpile neatly
- ☐ Clean and repair patio and deck area
- ☐ Remove any outdoor furniture which is not in good repair
- ☐ Make sure pool or spa sparkles
- ☐ Replace old storm doors
- ☐ Repair broken windows and shutters, replace torn screens, make sure frames and seams have solid caulking
- ☐ Hose off exterior wood and trim, replace damaged bricks or wood
- ☐ Touch up exterior paint, repair gutters and eaves
- ☐ Clean and remove rust from any window air conditioning units
- ☐ Paint the front door and mailbox
- ☐ Add a new front door mat and consider a seasonal door decoration
- ☐ Shine brass hardware on front door, outside lighting fixtures, etc.
- ☐ Make sure doorbell is in good working order

## General Interior Tips

- ☐ Add a fresh coat of interior paint in light, neutral colors
- ☐ Use higher watt equivalent bulbs in
  - ☐ Shampoo or replace carpeting if necessary
  - ☐ Clean and wax hardwood floors, refinish if necessary
  - ☐ Clean and wash kitchen and bathroom floors
  - ☐ Wash all windows, vacuum blinds, wash window sills
  - ☐ Clean the fireplace
  - ☐ Clean out and organize closets, add extra space by packing clothes and items you won't need again until after you've moved
  - ☐ Remove extra furniture, worn rugs, and items you don't use; keep

papers, toys, etc. 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 tracks
- ☐ Add dishes of potpourri, candles, wax melt dish, or equivalent
- ☐ **Secure jewelry, cash and other valuables**

## The Living Room

- ☐ Make it cozy and inviting, discard chipped or worn furniture and frayed or worn rugs
- ☐ Stage wood in the fireplace and highlight with decor

## The Dining Room

- ☐ Polish any visible silver and crystal
- ☐ Create a clean, elegant, yet simple space

## The Kitchen

- ☐ Make sure appliances are spotless inside and out (try baking soda for cleaning Formica stains)
- ☐ Make sure all appliances are in perfect working order
- ☐ Clean often forgotten spots on top of 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 be using before you move

## The Bathrooms

- ☐ Remove all rust and mildew
- ☐ Make sure tile, fixtures, shower doors, etc. are immaculate and shining
- ☐ Make sure all fixtures are in good repair
- ☐ Replace loose caulking or grout
- ☐ Make sure lighting is bright, but soft

## The Master Bedroom

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

- ☐ You can also work on creating a fantasy for the buyers.

## The Garage

- ☐ Sell, give away, or throw out unnecessary items
- ☐ Clean oily cement floor
- ☐ Provide strong overhead light
- ☐ Tidy storage or work areas

## The Basement (If applicable)

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

## The Attic (if it is a selling point)

- ☐ Tidy up by discarding or pre-packing
- ☐ Make sure energy-saving insulation is apparent
- ☐ Make sure air vent is in working order
- ☐ Provide strong overhead lighting

## When It's Time To Show

- ☐ Open all draperies and shades, turn on all lights
- ☐ Pick up toys and other clutter, check to make sure beds are made and clothes are put away
- ☐ Give the carpets a quick vacuuming
- ☐ Add some strategically placed fresh flowers
- ☐ Turn on wax melt, candle, or bake a cookie before you leave.
- ☐ Turn off the television and turn on the radio music at a low volume
- ☐ Put pets in the backyard or arrange for a friend to keep them
- ☐ Make sure pet areas are clean and odor-free
- ☐ Make sure all trash is disposed of in neatly covered bins

SEE NEXT PAGE FOR QUICK LIST and OVERVIEW.

### **General:**

- ☐ Open Doors, Window blinds and/or drapes (natural light UNLESS poor view)
- ☐ Well lit (higher wattage bulbs or get a couple desk or table lamps)
- ☐ Stage fireplace (if applicable and more appealing)
- ☐ Define Rooms w/ purpose (stage as bedroom or office, not both)
- ☐ Clean (BATHROOMS & KITCHEN should shine, organized rooms, clean windows, clear fridge ext.)
- ☐ Uncluttered (removing of excess furniture and closet clutter to maximize space)
- ☐ Smells (avoid fried foods, light a candle or two, make coffee, bake cookies, bread, etc.)
- ☐ Clean carpets (as needed)
- ☐ Repair (as needed: fence, railings, roof, leaky faucets, etc.)
- ☐ Repaint items (as needed with neutral colors)
- ☐ Blooming Flowers on front porch or near front door
- ☐ Manicured Lawn, Bushes, trees, etc. (also unclutter, no hoses across ground or toys)
- ☐ Place lawn furniture attractively
- ☐ De-clutter closets and garage/carport
- ☐ Possible inspection (You can find stuff before others and save hassle and haggling)

### **Before showings "Quick List"**

- ☐ Turn on lights & OPEN BLINDS and INTERIOR DOORS
- ☐ Flush Toilets/Lids down
- ☐ Smells (light candles, bake cookies)
- ☐ Secure all jewelry and valuables in safe(out of sight) or in safety deposit box
- ☐ Unclutter house (make beds, folded towels, stow remotes, dirty clothes in hamper, etc.)
- ☐ Unclutter yard (wrap up hose, pick up toys, carport, etc.)
- ☐ Take/Secure pets away from potential buyers (some people don't like pets or are allergic)
- ☐ ALWAYS LEAVE THE HOUSE LIKE IT IS GOING TO BE SHOWN! (Use reason...don't light candles)🙅