



Your home has just one chance to make a great impression with each potential buyer. You want to present a clean, spacious, clutter-free home—the kind of place you would like to buy. Accomplish a little every day, and before long your home will be the one buyers have been dreaming of.

## PREPARE YOUR HOME BEFORE BUYERS SEE IT

### CURB APPEAL

- Mow, trim, edge, weed and mulch. Don't choose this time to reseed the lawn.
- Clean and repair patio and deck areas.
- Remove shabby furniture.
- Make sure pool or spa sparkles.
- Replace old storm doors.
- Check for flat-fitting roof shingles.
- Paint the front door and mailbox, touch up exterior paint.
- Add a new door mat.
- Shine brass hardware on front door, outside lighting fixtures, etc..
- Make sure doorbell works.

## INTERIOR

- Add a fresh coat of interior paint in light, neutral colors.
- Shampoo carpeting, replace if necessary.
- Clean and wax hardwood floors, refinish if necessary.
- Clean out and organize closets.
- Remove extra furniture, worn rugs, and items you don't use.
- Repair problems such as loose door knobs, cracked molding, leaking taps and toilets, squeaky doors, closet or screen doors which are off their tracks.
- Secure jewelry, cash, prescriptions and other valuables.

## THE LIVING ROOM

- Make the living room cozy and inviting, get rid of shabby things.
- Clean or replace carpets.
- Declutter and rearrange to emphasize space.
- Pack away family pictures to depersonalize.

## THE DINING ROOM

- Set the table for dinner to help viewers imagine entertaining.
- Replace outdated light fixtures.

## THE KITCHEN

- Make sure appliances are spotless inside and out and everything works.
- Declutter all counter space and remove countertop appliances.
- Organize items inside cabinets; prepack anything you won't be using before you move.

## THE BATHROOMS

- Make sure tile, fixtures, shower doors, etc. are immaculate and shining.
- Replace loose caulking or grout.
- Update fixtures if needed.
- Hang fluffy, new bath towels on the racks.

## THE MASTER BEDROOM

- Organize furnishings to create a spacious look with well-defined sitting, sleeping, and dressing areas.
- Paint a neutral color.
- Remove all clutter to create a calm retreat.

## THE GARAGE

- Sell, give away, or throw out unnecessary items (the perfect garage holds only cars).
- Clean oily cement floors.
- Provide strong overhead light.
- Tidy storage or work areas.

## THE BASEMENT

- Organize and create more floor space by hanging tools and placing items on shelves.
- Clean water heater.
- Change furnace filter.
- Make inspection access easy.
- Provide strong overhead light.
- Drain water heater sediment.

## THE ATTIC

- Tidy up by discarding or pre-packing items.
- Make sure energy-saving insulation is apparent.
- Make sure air vent is in good working order.
- Provide strong overhead light.

## WHEN IT'S TIME TO SHOW YOUR HOME

- Make sure your property profile folder, utility bills, MLS profile, house location survey, etc. are available.
- Open all drapes and shades and turn on all lights.
- Put away toys and other clutter; check to make sure beds are made and clothes are put away.
- Give carpets a quick vacuuming.
- Set out some fresh flowers.
- Bake cookies or make coffee for an inviting aroma.
- Turn off the television and turn on music at a low volume.
- Build a fire in the fireplace, if appropriate.
- Take pets with you or make arrangements for them to stay somewhere else.
- Get an impartial third party to give your house the sniff test, and take care of any odors.
- Dispose of trash in neatly covered bins.
- Keep indoor temperatures comfortably cool in the summer and warm in the winter.

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