



PREPARING YOUR PROPERTY FOR SALE

*Always look for a professional to List, Stage, Market and Sell your home.
Get ready to move... Start packing!*

Before you show your home to any potential buyer, be sure to go through your whole house with your agent to finish the Staging process. Meanwhile, here are some quick tips to help you get started. Follow these general tips and your home will look better than the competition. Staged homes sell faster and/or for more money!

INTERIOR

1. Keep the home neat and “picked up.” Clear all unnecessary objects from furniture throughout the house. Keep decorative objects on the furniture restricted to groups of 1, 3 or items. In general, a sparsely decorated home helps the buyer “mentally move in” with their own things.
2. Rearrange or remove excess or “bulky” furniture in your home to make rooms look bigger.
3. Organize and remove clutter from closets, desk tops, garage, basements and attics. If you need space to store these extra possessions, rent a storage unit.
4. Organize your kitchen. Clear all needless objects from countertops, shelves and top of refrigerator. If it hasn’t been used for three months, put it away. Clear refrigerator fronts of messages, magnets, pictures, etc. Pack up and store away anything you don’t need every day. Replace with flowers, plants and bowls of fruit.
5. Deep-clean the kitchen, including cupboards, drawers, oven, stove top and refrigerator inside and out. Wipe down outside of cabinets (Howard’s Feed and Wax for wood). Be sure floors and appliances sparkle.
6. Eliminate any unpleasant aromas, avoiding seafood, vinegar and fried food smells. Bake blueberry muffins, homemade bread, sugar or chocolate chip cookies to create the right atmosphere.
7. In the bathroom, remove any unnecessary items from the countertops, tub, shower stall and commode top. Clear counter tops and keep only the most essential cosmetics, brushes, perfumes, etc. in one small group on the counter. Deep clean the bathroom, pristine with new towels (in one or two colors only), shower curtain, bath mats, soap and potpourri.
8. Miscellaneous repairs, especially those that improve appearance, such as leaky kitchen or bathroom faucets, broken windows and old light switch plates.
9. Make special pet arrangements at showing times; if possible, relocate pets for duration of showing period.
10. Review the house interior, room by room and:
 - a. Take down, reduce or rearrange pictures and objects on the walls.
 - b. Patch and touch up or re-paint all walls as needed.
 - c. Clean windows and screens – inside and out.
 - d. Have carpets and draperies professionally cleaned and hardwood floors polished.
11. Make sure rooms are well-lit by using natural lighting and replacing burnt-out, dim light bulbs with higher wattage bulbs. Leave on certain lights all day (your agent will show you which ones) and keep on *all* lamps and lights during showings.
12. Maximize natural views with tree trimming, mirrors, window cleaning; minimize unattractive views with decorative screens, window treatments, glazed windows.
13. Play light, FM music in the house for all viewings.
14. Clean fireplace of visible soot, dust/clean light fixtures, window blinds and sconces.



EXTERIOR

1. Go around the perimeter of the house and remove all garbage cans, discarded wood scraps, extra building materials, etc. to the garage or, if applicable, take to the dump.
2. Basic landscape:
 - a. Remove any dead plants and weed all planting areas
 - b. Put down fresh mulching material
 - c. Keep your lawn freshly cut, edged and fertilized and shrubs trimmed during the growing season. Consider re-sodding front and/or back lawns
 - d. Place blooming flower pots or boxes at front door and on steps, walkways, patio/ deck and windows for color
 - e. Cob web/power wash outside of house
3. Check roof and gutters for dry rot and moss and make any required repairs. Clean out gutters and sweep off roof.
4. Repair any run-down fencing and re-paint as needed.
5. Check condition of the front door and trim. Clean dust, remove cobwebs and re-paint if finish is peeling or worn – first impression or “curb appeal” is VERY IMPORTANT!
6. Clear patios or decks of all small items such as tools, planting equipment, charcoal, toys, etc. Place outdoor furniture attractively and wipe down.
7. If there are outdoor pets, make sure pet area is clean and neat.
8. Get a new Welcome mat.

IN GENERAL

Try to look at your house through a “buyer’s eyes,” as though you’ve never seen it before. This exercise will help you to see what needs to be done. Any time and money invested on these items will usually bring you the return of more money and a quicker sale.