

PREPARE YOUR HOME FOR A FAST SALE

First impressions are important – this checklist will help you make sure your house looks its best to prospective buyers.



CLEANING

Begin with a thorough cleaning. Sort out the things you no longer want. Put things in storage or hold a garage sale and convert that 'stored cash' into needed repairs.

- Store or give away excess furniture.
- Sweep basement and garage floors.
- Wash windows and screens.
- Clean and arrange closets and cabinets.
- Make appliances shine. Clear off countertops.
- Wash walls and woodwork. Scrub soap film from tile and grout.

OUTSIDE APPEAL

An attractive exterior is the key to bringing the most prospective buyers to your doorstep. Improve "curb appeal" by:

- Keep the lawn trimmed and fertilized.
- Keep snow and ice removed from driveways and sidewalks.
- Shape up the shrubs. New decorative stones or wood chips may help, too.
- Weed flower beds and add charm by putting flowers near the front door.
- Add warmth with a seasonal door decoration.
- Clean and straighten sagging rain gutters.
- Paint the front door and around the trim if needed.
- Remove oil stains from driveway and garage.
- Repair stray or warped roofing shingles.
- Advise Agent on the best placement of the yard sign.

REPAIRS

Minor flaws in your home suggest negligence to a buyer. Your repair list should include:

- Fix leaky faucets and toilets.
- Make sure closet and cabinet doors close easily.
- Make sure the garage door is in working order.
- Inspect the furnace, humidifier and water heater.
- Touch up paint, repair plaster and putty nail holes. Make sure your doorbell is working properly.
- Polish or refinish badly scratched hardwood floors.

DECORATING

Decorating helps assure you will get top dollar for your home.

- Give rooms needing paint a fresh coat, in a neutral color.
- Re-stain or paint chipped woodwork.
- Replace torn or soiled wallpaper, carpeting or draperies.
- Consider new light fixtures and mirrors to expand a room.
- Perk up a bathroom with a new shower curtain.
- Use the services of a "Stager."

SHOWINGS AND OPEN HOUSES

- Remove pet odor and pets during showings.
- Avoid unpleasant cooking odors.
- Arrange your window treatments to allow maximum light into your rooms.
- Add flowers to make your home more attractive.
- Turn on soft music and all lights and turn off television.
- Set the dining room table.



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