



Preparing Your Home For Sale

With a little effort on your part, your home can be sold more quickly and at a better price. The following tips have proved invaluable to owners and are worth your special attention:

Preparation For Showing:

- 1. *First impressions are lasting!*** The front door greets the prospect. Add a seasonal wreath and door mat to make the entrance welcoming. Make sure it appears fresh and clean. Paint the trim, if necessary. Make sure the door and screen door opens with no difficulty. Make sure the door bell is in working order.
- 2. *Keep the lawn trimmed*** and edged, and the yard free of refuse. Reseed and fertilize the lawn, if necessary. Weed the gardens, and add mulch. It is amazing what a little fresh mulch will do to make your home welcoming. Deep green grass makes a lasting impression. In winter, be sure snow and ice is removed from walks and steps.
- 3. *Decorate for a quick sale.*** Faded walls and worn woodwork reduce appeal. Why try to tell the prospect how your home could look, when you can show him by redecorating? A quicker sale at a higher price will result. An investment in neutral fresh paint and carpeting cleaning or replacement will pay dividends.
- 4. *Let the sun shine in.*** Open draperies and curtains and let the prospect see how cheerful your home can be. (Dark rooms do not appeal)
- 5. *Have the windows spotless.*** Do the windows and window screens work well and look good?
- 6. *Think Clean Sweep!*** Remove small appliances from countertop and other clutter. Are the appliances sparkling clean and operating properly? Clean forgotten spots such as top of the refrigerator and under the sink.
- 7. *Fix the faucet!*** Dripping water discolors sinks and suggests faulty plumbing.
- 8. *Repairs can make a big difference.*** Loose knobs, sticking doors and windows, warped cabinet drawers and other minor flaws detract from home value. Have them fixed.
- 9. *From top to bottom.*** Display the full value of your attic, basement and other utility space by removing all unnecessary articles. Brighten dark, dull basements by painting walls and adding brighter light bulbs. Arrange storage to create as much floor space as possible.
- 10. *Safety first.*** Keep stairways clear. Avoid cluttered appearances and possible injuries.



**KELLER WILLIAMS
CONSULTANTS REALTY**



Preparing Your Home For Sale

11. **Pack excess linens and clothing** to make closets look bigger. Neat, well-ordered closets show the space is ample.
12. **Bathrooms help sell homes.** Check and repair grout in bathtubs and showers. Make this room sparkle. Don't let the Handy Man add gobs of caulking when grout is what you need. Make sure bathroom trash cans are never overflowing or store them in cabinets or linen closets.
13. **Arrange bedrooms neatly.** Remove excess furniture. Use attractive bedspreads and fresh looking window coverings.
14. **Remove or mention to your realtor** any attached items that are not included, such as special chandeliers, mirrors, shelving or garden plants.
15. **Don't forget the back of the house.** Clean and repair deck/patio. Stain or paint if necessary.
16. **Clean the fireplace**
17. **Can you see the light?** Illumination is like a welcome sign. The potential buyer will feel a glowing evening when you turn on all your lights for an evening inspection.
18. **Disclose** any structural defects such as roof, foundation or wiring problems.
19. **Dust window sills** throughout the house and basement.
20. **The Garage.** Sell, give away, or throw out unnecessary items, clean oily cement floor, provide strong lighting, and tidy storage. When using the garage for storage remember....pack boxes against the wall and up.

