

# Getting your home ready to sell



The more you're willing to do to help sell your home, the more you can help speed the sales process and perhaps pocket more money.

Start with an educated professional. We hope you found one.

- 1** Big Picture—Take care of items that need maintenance. Touch up the interior or exterior paint where needed. Complete any incomplete home repair projects.
- 2** De-Clutter - You may have personal possessions that you no longer need or want. Now's the time to reduce clutter. Hold a yard sale, donate your stuff to charity, give it away or just throw it out.
- 3** Start Packing - Start boxing up any items that you want to keep, but won't be using before moving day.

We have years of experience selling homes to maximize the return for our client and minimize the hassle during the showing process.

**It starts with seller preparation. The more you're will do to upfront, the bigger the payoff at the end of the process.**

Here are some recommendations:

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## First Impressions

Buying a home for many people is a sensory and emotional experience. Anything you can do to improve that experience can help you get your house sold. Potential buyers get an immediate sense of your home when they pull up the first time for a showing. Then, they have to wait while their agent gets the key from the lockbox. This gives the potential buyer time to really study the entryway and front yard.

- Sweep and clean the patio and door area. Remove any dead leaves, cobwebs or distracting clutter and mess.
- If the front door looks, a fresh coat of paint can help.
- Trim trees and shrubs in the front and remove or replace any dead or dying plants
- Colorful flowers or plants by the front door can put the prospective buyer in a bright, sunny mood to see the rest of the house. A few dollars spent here can make a world of difference.
- An attractive welcome mat for people to wipe their feet helps keep carpets and floors clean
- Look for and fix anything else that can be a distraction for your potential buyer—such as missing roof tiles and broken or cracked windows.

## Interior Basics

- Start by airing out the home- Most people are turned off by even the smallest odor. Odors must be eliminated, especially if you have dogs, cats, young children in diapers, or if a smoker lives in the home.
- Windows and light—Clean all the windows in the house, inside and out and if possible, keep all blinds open during showings to make the house as light and bright as possible. And speaking of light, replace any burnt out light bulbs.
- Furniture- If your home feels cluttered take out some furniture and put it in the garage or a storage unit. Make sure rooms flow nicely and feel open and airy.
- Flooring- If you haven't had the carpets cleaned in a while this may a be a good time. Bare floors should also be waxed or polished.
- Start Packing—those piles you've been avoiding: pack em up and put that stuff away. Get everything off the floor and off of those cluttered shelves.

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## The Kitchen

Go over the kitchen like a health inspector. Clean the oven, range (new drip pans) and the seal of the dishwasher door.

Take things off the counter you don't use every day and put them in a cabinet.

Aromas from fragrant goodies like freshly baked gingerbread or just-brewed coffee bring back wonderful memories of home. Strong leftover smells from last night's dinner don't help sell the home.

Keep clutter off kitchen counters and remove dirty dishes from the sink. A couple of cute baskets can help organize the mail, keys and other items that clutter up a counter. Then you can toss these in a cabinet quickly for a last minute showing.



Clear everything off your refrigerator. Old magnets or tape, vacation snapshots, or finger-painting masterpieces can be a distraction to a potential buyer.

## Bathrooms

Bathtubs, showers and sinks should be clean. The grout should be clean and in good condition.

Fix drippy faucets and running toilets: If any of your sinks or bathtubs drain slowly, unclog them.

Like the kitchen, try to declutter the space on the countertops to make them look clean and spacious.

Make sure hinges and knobs are tightened and doors close properly.

## Other Stuff

Look at your house with a critical eye. Is there anything you've been avoiding fixing or avoiding dealing with that with a little work can be corrected for potential buyers.

Kids toys should be organized and kept in one location.

Have the pool and backyard look inviting and welcoming.

Remember, the more you're willing to do upfront, the more money it could put in your pocket.