

HOW TO GET YOUR HOME READY TO SELL



EXTERIOR



- Thoroughly sweep all exterior siding of house and eaves to clean cobwebs and wasps nest.
- If possible, have exterior power washed.
- Secure trash cans in designated area.
- No visible trash bags or open containers.
- Keep lawn mowed and edged.
- Remove all items from front door walkway.



GARAGE

- Organize and clean as much as possible.
- Sweep and clean- removing all cobwebs and any oil/grease from the floor.
- If time and money permits, paint the garage floor.
- Remember- there will be several items coming from inside the house and stored into the garage.

INTERIOR



- Have all carpets professionally steam cleaned, especially stairwells.
- Look throughout the house for places that need paint touch ups and scuffs removed.
- Remove all small throw rugs, large area rugs in good condition are generally okay.

LIGHTING

- Upgrade the wattage in all light fixtures to the highest, safest level.
- Avoid low wattage fluorescent lighting. 12-15 w fluorescent bulbs are not as bright and vibrant as a regular 60w bulb.
- Install bright lights to illuminate main hallways.



INTERIOR



A/C AND HEATING SYSTEMS

- Clean all A/C vents and intake air grids.
- Replace filters.
- Note: keep A/C set no warmer than 75 degrees and no cooler than 70 degrees.



WINDOWS

- Thoroughly wash interior and exterior of all windows and glass doors.
- Take screens off before washing and leaving off the front of the house.
- Note: keep all blinds/shades pulled up and draperies removed to allow maximum lighting.

BLINDS AND DRAPES

- Clean and wipe down all window blinds. If necessary, remove blinds and hose them off.
- Drapes- keep them pulled back.
- Wash blinds that are dirty, dusty, or discolored.



INTERIOR



DUSTING



- Thoroughly dust all blinds, window sills, and plant ledges.
- Remove any cobwebs inside and outside.
- Clean all scuffs on doors and baseboards.
- Wipe down stained woodwork including doors and cabinets with a wood-feeding product such as "Old English" or "Liquid Gold".
- Dust and wipe down all light fixtures and ceiling fans.

CEILINGS

- Inspect rooms for dust and dirt collecting above ceiling fans, especially if the ceiling has a "popcorn" texture.
- Using a broom usually removes most of the dust.



INTERIOR



FRONT DOOR ENTRY

- Clean front door inside and out.
- Replace old and worn-out locks and handles.
- Re-stain or paint the front door if it is weathered or sun-faded.

ENTRY HALLWAY

- Vacuum and sweep all walkways in the deepest of corners.
- Dust and wipe down all baseboards.
- Remove anything personal.
- Remove any kind of furniture for streamlined walkways.



LIVING/FAMILY/ DINING ROOMS

- Remove all items that enclose the rooms and make them feel smaller.

INTERIOR



KITCHEN

- Remove, pack, and store unused items.
- Thoroughly clean all appliances.
- Clean counter spaces, islands, tables and chairs.

REFRIGERATOR

- Remove all magnets, pictures, notes, etc. from the front and sides.
- Interior should be clean, organized and smelling fresh.



PANTRY

- Pack/store all non-food items.
- Reorganize all remaining food items.
- Remove all items from the floor.
- Never fill a shelf to capacity- always leave space.
- Note: stow away kitchen wastebasket in pantry.

INTERIOR



FIREPLACE

- Remove items that are not decorative in nature.
- Clean and remove all debris from inside the fireplace.
- Clean exterior of soot and dirt.



LAUNDRY ROOM

- Reorganize shelves so they are neat and tidy.
- Vacuum and sweep.
- Remove as much as possible off of the floor.



OFFICE SPACE

- Remove/pack/store extra book shelving, books, office supplies, etc.
- Keep desk tidy and organized.



INTERIOR



BEDROOMS

- Organize any clutter throughout the room.
- Remove all items off of the floor, especially dirty laundry.
- Store all personal items and pictures.
- Make sure the bed is made at ALL times!



BATHROOMS

- Thoroughly clean all tubs, shower, toilets, and sinks.
- Streamline countertops leaving only 1-2 (decorative) items.
- Remove all rugs.
- Declutter shower/tub areas.
- Stow wastebasket and commode-cleaning brush under the sink.
- Organize the linen closet.
- Clean any faucets.
- Replace leaky faucets.



INTERIOR



CLOSETS



- Organize clothes and shoes.
- Space items on matching hangers in a neat fashion.
- It is important to keep your dress clothes and your casual clothes separate; this gives the appearance of a clean, organized closet with a lot of space.
- Get rid of all items on the floor of your closet. (Shoes are an exception)
- Leave a small empty space on each shelf to show potential storage.

PAINTING AND TOUCHUPS



- Re-paint rooms with favorable neutral colors and paint schemes.
- Absolutely no walls with bright colors!!
- Re-paint old trim that is worn or discolored.
- TIP: White shows better older 60's, 70's, and 80's homes. We always recommend white when possible!

INTERIOR



COUNTER/ FURNITURE/ DRESSER TOPS

- Keep all flat surfaces (counter tops, appliance tops and furniture) cleared off as much as possible. Think minimal! Kitchen counters should have very little on them to show that there is plenty of available workspace.
- Keep appliances stored when not in use.
- In bedrooms and bathrooms, use baskets to hold makeup and toiletries so that after use they can be stored under counters/ in drawers.



PETS/ODORS

- One of the hardest tasks that a real estate agent has is telling the homeowner that their pet smells! All pets smell to some degree and non-pet owners can smell a pet in your home like it was a dead fish. If removing your pets is possible during the sale of your home, please do so. Otherwise, keep them clean and picked up after at all times.
- Use clean and fresh scents throughout the home with diffusers, wax melters, or alternate fragrance releasers.

SUMMARY



IMPORTANT TIP

We cannot stress enough how important it is to depersonalize your home! Store all personal photos, knick knacks, and memorabilia! Buyers want to visualize their own pictures on your walls. They want to visualize their furniture in your living room, bedroom, and dining room. They want to visualize your kitchen with their appliances, not yours. (Unless you are Martha Stewart!) Remember that your home is "FOR SALE", and is no longer a storage facility; which is what you had before you decided to sell it.

FINAL NOTE

These are all helpful tips to help you sell your home in today's competitive market. Home prices and the final negotiating dollar are largely based on how well the property shows and what kind of condition the home was in during the showing. Yes, market conditions play a part in the price but your homes' condition and appearance affect the overall offering price from a buyer when compared to other homes. The object is to get the highest offer for your home in the shortest amount of time. Stay in front of the competition, not behind! Make the selling environment conducive for selling your home and achieving the highest offer!