

preparing your HOME FOR SALE



Every Seller wants their home to sell fast and bring top dollar. It's not luck that makes that happen – It's careful planning and knowing how to professionally prepare your home that will make the process much faster!

DISASSOCIATE YOURSELF

Let go of the personal ties you have with your home. Imagine a new family moving in and handing keys over to them.

DE-PERSONALIZE

Pack up those personal photographs and family heirlooms. You want buyers to easily imagine their life in your home – Don't make it harder by leaving your personalized decor up!

DECLUTTER

Consider this: if you haven't used it in over a year, you probably don't need it. Pack up the knickknacks and clear out all the extras. Think of this process as a head-start on the packing you will eventually need to do anyway.

REARRANGE CLOSETS & CABINETS

Buyers love to snoop and will open closet and cabinet doors. Now imagine what a buyer believes about you if they see everything organized. It says you probably take good care of the rest of the house as well.

RENT A STORAGE UNIT

Almost every home shows better with less furniture. Remove pieces of furniture that block or hamper paths and walkways and put them in storage. Remove extra leaves from your dining room table to make the room appear larger. Leave just enough furniture in each room to showcase the room's purpose.

REMOVE & REPLACE ITEMS YOU PLAN TO TAKE

If you want to take window coverings, built-in appliances or fixtures with you, remove them now. If the chandelier in the dining room once belonged to your great grandmother, take it down. If a buyer never sees it, they won't want it.

MAKE MINOR REPAIRS

- Replace cracked floor or counter tiles.
- Patch holes in walls.
- Fix leaky faucets.
- Fix doors that don't close properly.
- Paint rooms neutral colors.
- Replace burned-out light bulbs.
- Update or refresh old bedding.

MAKE THE HOUSE SPARKLE

- Wash windows inside and out.
- Pressure wash sidewalks and exterior.
- Get rid of cobwebs.
- Re-caulk tubs, showers and sinks.
- Polish chrome faucets and mirrors.
- Clean out the refrigerator.
- Vacuum & shampoo rugs.
- Wax floors.
- Dust furniture.
- Bleach dingy grout.
- Replace worn rugs.
- Hang up fresh towels.
- Clean and air out musty smells.

SCRUTINIZE

- Go outside and open your front door. Stand there. Do you want to go inside? Does the house welcome you?
- Linger in the doorway of every single room and imagine how your house will look to a buyer.
- Examine carefully how furniture is arranged and move pieces around until it makes sense.
- Make sure window coverings hang level.
- Tune in to the room's statement and its emotional pull. Does it have impact and pizzazz? Does it look like nobody lives in this house?

CHECK YOUR CURB APPEAL

- Keep the sidewalks cleared.
- Mow the lawn.
- Paint faded window trim.
- Trim your bushes.
- Make sure your house number is visible.