

# PREPARING YOUR HOME TO SELL

When presenting your home to prospective buyers, first impressions are crucial. Buyers begin judging your home the moment they see it, and generally they prefer homes that are well-maintained, clean, and clutter free — homes they can picture themselves living in. That is why home improvements, particularly if they address the anticipated needs of buyers, can boost your home's salability and sale price. We've put together the following checklist to aid you in preparing your home to sell.

## CHECKLIST

### EXTERIOR

- Mow and rake the lawn, trim hedges, weed and edge gardens
- Sweep sidewalks and driveway, pick up any litter
- Repair gutters and eaves, touch up exterior paint
- Plant extra flowers for color, or place potted plants beside the front door
- Clean or paint front door, polish front door hardware, ensure doorbell works

### INTERIOR

- Clean and tidy the entrance, clear stairs and halls, store all excess furniture
- Brighten interiors with fresh, light-toned paint
- Brighten rooms by installing high wattage light bulbs and turning them on
- Shampoo carpets, clean and wax floors
- Organize kitchen countertops and removing appliances if necessary to make them look spacious
- Organize and clean garage and basement
- Clean kitchen countertops, cabinets, appliances, washer and dryer
- Organize and clean out closets to make them look larger
- Clean and freshen bathrooms, put out clean towels, minimize clutter
- Clean mirrors and windows so they sparkle
- Perform necessary minor repairs and touch-ups to walls, windows, fixtures, etc.

### TIPS FOR SHOWINGS AND OPEN HOUSES

- Be absent so buyers feel more comfortable making comments
- Keep pets outdoors
- Light the fireplace, open the drapes, play quiet background music

These are just a few ideas to get you started. I know what today's buyers are looking for and can provide more ideas that will maximize your home's appeal. Remember, a few easy and inexpensive improvements can produce big returns on your investment.