



Preparing Your Home to Sell

Your property will be competing against others in the area, so you will want to make sure that it is in the best shape possible. Here are some tips to help you along the way.

Look Through the Eyes of a Buyer

One of the first steps to getting your home ready to be put on the market is to de-personalize it. Many buyers have a difficult time seeing past personal artifacts, photographs, and family heirlooms. The goal is for the buyers to imagine their own personal belongings in the home.

De-Clutter

Over the years, you have probably collected items that you don't really need. Think about donating a few things, or throwing them away. Think of this process as a head-start on packing.

- Remove all books from bookcases
- Pack up knickknacks
- Clean off everything on the counters
- Put items that you use daily in a small box that can be stored in a closet when not being used.

Closets and Cabinets

Buyers will open closet and cabinet doors! If things are falling out on them it may give a bad impression. If everything is neatly organized it gives them the impression that you probably take good care of the rest of the house as well.

Curb Appeal

- Pressure wash the sidewalk and siding
- Mow the lawn
- Consider painting if it is faded and/or chipped
- Plant flowers or use flower pots
- Trim your bushes
- Clean out gutters

Minor Repairs

- Replace cracked floor or tiles
- Patch holes in walls
- Fix leaky faucets
- Fix doors that don't close properly
- Consider painting your walls a neutral color
- Replace burned-out light bulbs
- Re-caulk tubs, showers and sinks

Spruce It Up

- Wash windows inside and out
- Polish chrome faucets and mirrors
- Clean out the refrigerator
- Vacuum daily
- Dust furniture, ceiling fan blades and light fixtures
- Bleach dingy grout
- Replace worn rugs
- Hang up fresh towels

