

Selling Your Home

You've made that big decision to sell. Now let's talk about those "3 C's": *curb appeal*, *clutter (as in de-clutter)*, and *cleanliness*. First impressions are key when selling a property, so before the 'for sale' sign goes up, put in the time to make sure it's in the best selling condition. Walk through each room and criticize the home from a buyer's perspective. The check list below will help you prepare for all you need to know about getting your property in the best shape for selling to maximize your sale price and shorten your time from "Listing to Closed".

Yard

- ✓ Mow and trim grass; re-seed and fertilize where necessary.
- ✓ Prune all overgrown trees and shrubs.
- ✓ Remove or replace dead or diseased plants, shrubs and trees.
- ✓ Clean grease and oil stains from driveway.
- ✓ Weed flower beds.

Exterior

- ✓ Remove peeling and chipped paint; replace with a fresh coat.
- ✓ Clear gutters and downspouts.
- ✓ Make sure there is good exterior lighting and all walkway lights and front-door lanterns work.
- ✓ Remove any moss from the roof.

Decks/Patios

- ✓ Paint or stain worn areas in wood decks.
- ✓ Remove grass growing in concrete cracks; sweep off debris from shrubs and trees.
- ✓ Clean all deck rails and make sure they're secure; replace missing slats or posts.

Front Entry

- ✓ Polish the hardware on the door until it shines.
- ✓ Add a fresh coat of paint to get rid of nicks.
- ✓ Clean the glass on the storm door; make certain the screen is secure.
- ✓ Make sure the doorbell operates properly and there are no squeaks when the door is opened or closed.

Windows

- ✓ Clean all windows—inside and out.
- ✓ If needed, add a fresh coat of paint to the window trims and sills.
- ✓ Make sure all windows open and close easily.
- ✓ Replace cracked windowpanes and those with broken seals.
- ✓ Make sure window screens are secure; replace any screens with holes or tears.

Entry

- ✓ Clean entryway floors and area rugs.
- ✓ Downsize clutter in entry closet to give the appearance of spaciousness.

- ✓ Double-check entry lighting to make sure it works.

Living Room/Dining Room/Family Room

- ✓ Give the room a fresh coat of paint if necessary (use neutral colors where possible).
- ✓ Repair cracks and holes in ceiling and walls.
- ✓ Make sure all wallpaper is secure.
- ✓ Repaint any woodwork that is worn or chipped.
- ✓ Clean draperies and blinds; open them to maximize light.
- ✓ Make sure draperies and blinds open and close.
- ✓ Wash windows.
- ✓ Steam-clean carpets. Clean rugs and wood flooring, and remove any stains or odors.
- ✓ Position the furniture to showcase the size and space of the room.
- ✓ Put away toys and hobby supplies; remove extra magazines and books from tables.
- ✓ Store family photos and other personal effects.
- ✓ Leave some lighting on – especially in rooms without a lot of natural light.

Kitchen

- ✓ Make sure countertops and sinks are clean, de-cluttered, and stain-free.
- ✓ Fix dripping faucets.
- ✓ Organize pantry and cupboards so they appear clean, neat, and spacious.
- ✓ Make sure the refrigerator and freezer are defrosted and free of odors.
- ✓ Clean the oven and cook-top thoroughly.
- ✓ Make sure dirty dishes are cleaned and put away every day.

Bathrooms

- ✓ Make sure sinks, tubs, showers, and countertops are clean and free of stains.
- ✓ Repair any leaky faucets.
- ✓ Remove grout and soap stains from tile.
- ✓ Replace any missing or cracked tiles or grout.
- ✓ Make sure all joints are caulked.
- ✓ Make sure all fixtures, including heat lamps and exhaust fans, are operating.
- ✓ Install a new shower curtain.
- ✓ Store all supplies, such as toilet paper, shampoo bottles, and cleansers.
- ✓ Put away prescriptions, jewelry, and any items/valuables that are at risk for theft.

Bedrooms

- ✓ Repair cracks in ceiling and walls.
- ✓ Apply a fresh coat of paint if necessary.
- ✓ Make sure wallpaper is secure.
- ✓ Clean draperies and blinds; open them to maximize light.
- ✓ Put away toys, clothes.
- ✓ Neatly make up the beds.

- ✓ Keep all closets clean and organized; treat any odors.
- ✓ Make bed every day; put away dirty laundry; keep bedside table clear of clutter.

Basement

- ✓ Check for water penetration or dampness; call for professional repairs if necessary.
- ✓ Get rid of musty odors.
- ✓ Clean furnace and drains.
- ✓ Make sure light fixtures work.
- ✓ Arrange storage area in a neat and organized manner.
- ✓ Sweep/vacuum floor.
- ✓ Make sure stairway handrail is secure.

Extras

- ✓ Plant flowers to brighten a walkway and enrich the entry.
- ✓ Remove any indoor houseplants that are brown or losing their leaves.
- ✓ Remove all “fixer” cars, campers, and boats from the property.
- ✓ Discard the clutter of magazines on the coffee and end tables.
- ✓ Put away any personal effects, such as family photos, children’s artwork, etc.
- ✓ Turn on lamps for ambient lighting; makes rooms feel more inviting.
- ✓ Hide or get rid of worn-out throw pillows.
- ✓ Replace shower curtains and invest in a matching set of towels in the bathroom.
- ✓ At night, turn on porch light and outdoor lighting to keep home illuminated in dark.
- ✓ Refrain from smoking in the home.
- ✓ Relocate or kennel pets on the day of the showings.

Appeal to the Senses of Potential Buyers

- ✓ Install higher wattage incandescent light bulbs to brighten rooms.
- ✓ Turn on all the lights.
- ✓ Turn off TVs and Turn on soothing/uplifting music.
- ✓ Bake cookies, burn scented candles, use wax burners, diffusers or plug in air freshener’s.
- ✓ Open windows to let in fresh air.
- ✓ Open curtains or blinds to let in natural light and show off views.