

PREPARING YOUR HOUSE FOR SELLING

Maximizing the “Curb Appeal”

- Repaint and/or restain the front door and trim. Repaint the rest of the house, if needed
- If you know your roof leaks, repair it or replace it (A new roof increases the value of your home)
- Move all garbage cans, extra building materials and gardening supplies, etc. that are in the yard into the garage or storage shed
- Check gutters and/or roof for dry rot and leaks
- Prune bushes and leaves. Remove any dead shrubs and trees
- Weed and maintain all planted areas
- Clean the patio, porch or decks of all small items, such as small planter, flower pots, charcoal, barbecues, toys, etc. Sweep all areas and walkways
- Check all screens and windows. Repair or replace if appropriate. Clean all windows and sills
- Test all fences, gates and latches. Repair or replace any weakened areas
- Clean the swimming pool, Jacuzzi or hot tub
- Check external structures, patio cover, gazebo and sheds. Repair, paint or clean
- Power wash exterior of home, sidewalks, patios, driveways as needed
- Use driveway cleaner to remove oil stains from the driveway or garage floor
- Replace worn, badly stained or personalized door mats
- Consider putting flowers outside the front door. Consider watering the front yard more often to insure greenness and aroma
- Pull the cover off your spa or hot tub. If at home prior to showing, turn spa on.

“Staging” Your House for the Best Showings

- Open the front door. If it squeaks, groans or drags, fix it
- Review each room. Paint walls, (replace any broken ones), window coverings and shampoo soiled carpets and replace any that is badly stained or foul smelling
- Rearrange or remove some furniture. Less furniture in a room makes the room appear larger
- Remove all unnecessary objects on the furniture throughout the house. Restrict decorative objects to groups of one, three or five items
- Take down or rearrange certain pictures or objects on the walls. A gallery wall of family photos or large collections distracts buyers and causes them to focus away from the home
- Clear all unnecessary appliances from the kitchen countertops
- Remove messages from refrigerator fronts
- Clean the stove, stove hood and screen, microwave and sinks
- Clean wood stained cabinets, use Howard Restore-a-finish from Alspaugh's
- Remove all extra items from tub, shower stalls, commode tops and counter tops in the bathrooms. Group the most needed cosmetics, brushes, etc on one counter. Coordinate fresh towels to one or two colors only
- Keep toilet lids down
- Fix leaky plumbing

- Organize your closets and cupboards. Thin them out and keep them orderly
- Sweep the garage and keep it tidy
- Place all money, jewelry and other valuables (including guns) in a secure, out of sight location
- Put pets, pet food dishes and litterboxes outside whenever possible. Be sure any pet odor is removed
- Check all light fixtures. Replace all burned out light bulbs
- Locate operating manuals for appliances. Have warranty information available
- The kitchen can be the most important room in the house. Make it bright and attractive. If dull, paint cabinets and put up perky new curtains
- If the kitchen floor is badly worn put down new flooring. If carpeting needs replacing, do so
- Baked cookies or a drop of vanilla on a light bulb will create a pleasing fragrance in the home
- Use special cleaning products to remove stains from toilets, bathtubs, vanities and sinks. Keep sinks and mirrors shining. Suggestion: polish vanities with Gel Gloss (repels water from faucets)
- If sink or bathtub drain too slowly, unclog them
- Keep a solid deodorizer in the bathroom area
- Replace old caulking around bathtubs
- Check ceiling for leak stains. Fix the cause of the damage, repair and repaint the ceiling
- In painting and re-decorating, stick to conventional white and easy-to-work-with neutrals
- If you have a fireplace, clean it out and lay some logs in it to make it look inviting. If Fall or Winter, have logs burning
- Use room deodorant to eliminate musty odors in the living areas/bedrooms
- Remove all soap and shower caddies, non-slip decals, stickers and posters
- Replace stove pans unless they are spotless
- Lemon oil all woodwork, cabinets, windowsills and doors. If property has scratches and gouges in the wood, use Old English Scratch Cover and/or Tibet Almond Stick (Alsbaugh's)
- Dust and wipe down all ceiling fans and blades and mini-blinds
- Clean out and leave spotless ovens and microwaves

Making Your Showing More Effective

- Place flyers on a table by the front door
- Leave certain lights on during the day. During showings, turn on all lights and lamps
- Have soft FM music only on during the days of all showings
- Open all drapes, curtains and mini-blinds
- If possible, have fresh flowers on the dining room or coffee table
- If you have candles, light prior to showing
- Do not keep large pets in the house while showing
- Do not spray room deodorizers immediately prior to showing. This tends to give a masking or cover-up effect.