PREPARING YOUR HOME

Your home has just one chance to make a great impression with each potential buyer. And it can! The following ‘tricks of the trade’ will help you keep track of what needs to be done. The whole idea is to present a clean, spacious, clutter-free home – the kind of place you’d like to buy. Accomplish a little every day, and before long your home will be ready to make the impression that can make the sale!

**YOUR HOME’S CURB APPEAL**

* Make sure yard is manicured: trim shrubs, edge gardens and walkways, weed and mulch, sweep walkways and driveways, remove branches, litter, or toys, add color and fill in bare spots with plantings
* Remove mildew or moss from walls, walks, and any shaded roof areas
* Sealcoat driveway
* Repair and seal deck area, if needed
* Make sure there are no uneven stones where someone could trip
* Remove any outdoor furniture which is not in good repair
* If you have an outdoor pool, make sure it sparkles and is in working order
* Replace old storm doors as needed
* Make sure there are no loose roof shingles
* Repair broken windows and shutters, replace torn screens, make sure frames and seams have solid caulking
* Power wash/hose off exterior wood and trim, replace damaged bricks or wood
* Touch up exterior paint
* Repair gutters and eaves, as needed
* Paint the front door and mailbox
* Add a new front door mat and consider a seasonal door decoration or flower pots
* Shine brass hardware on front door, outside lighting fixtures, etc.
* Make sure doorbell works
* Check tuckpointing
* Remove garbage cans or any other extraneous items

**GENERAL INTERIOR TIPS**

* Add a fresh coat of interior paint in light, neutral colors where needed
* Shampoo carpeting, replace if necessary
* Clean hardwood floors, refinish if necessary
* Wash all windows and sills
* Organize and minimize items in closets
* Declutter: remove extra furniture, worn rugs, unused items
* Repair problems such as loose door knobs, cracked molding, leaking taps and toilets, squeaky doors, closets or screen doors which are off their tracks
* Make sure all light bulbs are in working order
* Repair any ceiling or wall cracks

**LIVING AREAS**

* Make all rooms cozy and inviting
* Ensure there is ample lighting everywhere
* Make sure all kitchen appliances work and are spotless
* Declutter all counter space, remove countertop appliances
* Organize items inside cabinets
* Pre-pack anything you won’t be using until you move

**OTHER AREAS**

* Remove all rust and mildew from bathrooms
* Make sure all fixtures are in good repair
* Replace loose tiles, caulking, or grout
* Sell, give away, or throw out unnecessary items from garage, basement, attic, or any other area
* Clean garage floor, remove oil stains, consider an epoxy coating
* Make sure there is sufficient lighting in garage, basement, accessible crawl space, and attic
* Have furnace and a/c serviced annually
* Make sure attic air vents are not blocked to prevent chance of moisture

**WHEN IT’S SHOWTIME!**

* Limit overly fragrant cooking before showings
* Have home in impeccable showing condition
* Make sure MLS listing and property brochure are available
* Make sure all blinds and draperies are open
* Add some strategically placed fresh flowers
* If you have a built-in speaker system, put on some peaceful music
* Light the fireplace, if appropriate
* Make sure any pet areas are clean and odor-free
* Make sure all wastebaskets/trash cans are empty