

TOP TEN LIST

Make sure you can answer, “Yes!” to all of the following questions:

- 1** *Are the front yard inviting and the entryway welcoming?*
- 2** *Are all family photo, mementos, and political and religious items packed away?*
- 3** *Is everything in excellent repair?*
- 4** *Have the closets, cupboards, and drawers been emptied of **half** their contents and organized?*
- 5** *Do all windows sparkle?*
- 6** *Is everything dust- and fingerprint-free and clean—fan blades, chair rail, top of fridge, doors...?*
- 7** *Are floors and carpets spotless and fresh?*
- 8** *Are pets as unnoticeable as possible? (Fur, odors, litter box, food...)*
- 9** *Are the kitchen counters clear of medicines, foods, dishes, and appliances?*
- 10** *Does every room pass the nose test? (Mold, cigarettes, pets...)*

Remember...

- 1** **Investment property.** Your home is your investment—a property you want to make as appealing to your target market as possible.
- 2** **‘Stranger’s eyes’.** It’s very difficult to view your home as a stranger does. You see your treasures, your history. They will see the scratch on the cabinets, the stain on the rug, the soot around the fireplace, the dripping faucet. We want potential buyers to see themselves creating their home in this beautiful, well-cared for house.
- 3** **Let go.** Start preparing for your next step. The more you can disconnect, the more clearly you can view the process and make the changes necessary to bring about the fastest sale at the best price and begin the next chapter.