



## Selling Your Home

*As you begin preparing your home for prospective buyers, you might consider some of the things listed here to help it sell faster. Buyers tend to welcome homes that are neat, uncluttered, in good repair & quiet.*

*Here are a few tips to help you get your home ready to show.*

Clean everything. Cleanliness signals to a buyer that the home has been well cared for & is likely in good repair. Unclutter your home. The less "stuff" in and around your home, the roomier it will seem.

Let the light in. Raise the shades. Open the blinds. Pull back the curtains. Put brighter bulbs in the lamps. Bright, open rooms feel larger and more inviting.

Let fresh air in. Get rid of odors that are unfamiliar or unpleasant. People are most often put off by odors from tobacco, pets, cooking, and musty or sour laundry. Use fresh flowers or potpourri to your advantage. Smells that attract positive attention include cinnamon & fresh baked bread.

Fix anything that is broken. This includes plumbing, electrical systems and switches, windows, squeaky floor boards, screens, doors, fences, etc. Buyers tend to make lower offers or insist things are fixed if they can see that a home is in disrepair. You're better off if you leave potential buyers no reason to offer less than you are asking.

Send pets away. When your home is being shown, it's best to not have pets on the property, or to have them secured. You never know when buyers may be intimidated or allergic to your furry family member.

Paint. There is nothing that improves the value of a home more than a few cans of paint. It's so often easier to paint a room than to scrub it. Stick with neutral colors.

*Here is our checklist, make to help you get your home ready to show.*

### Exterior

*Replace, repair, and/or paint any damaged:*

Plaster	<input type="checkbox"/>	Wood Siding	<input type="checkbox"/>
Trim	<input type="checkbox"/>	Rain Gutters	<input type="checkbox"/>
Shutters	<input type="checkbox"/>	Doors	<input type="checkbox"/>
Window Frames	<input type="checkbox"/>	Glazing	<input type="checkbox"/>
Screens	<input type="checkbox"/>	Hardware	<input type="checkbox"/>
Fences/Gates	<input type="checkbox"/>	Outdoor Lighting	<input type="checkbox"/>

*Clean/wash:*

Siding	<input type="checkbox"/>	Windows	<input type="checkbox"/>
Screen	<input type="checkbox"/>	Outdoor BBQ	<input type="checkbox"/>
AC unit	<input type="checkbox"/>	Pool/Spa	<input type="checkbox"/>
Haul away rubbish	<input type="checkbox"/>	Straighten woodpile	<input type="checkbox"/>
Repair leaky faucets	<input type="checkbox"/>	Clean up pet droppings	<input type="checkbox"/>
Paint or varnish doors	<input type="checkbox"/>	Make sure doorbell works	<input type="checkbox"/>
Ensure septic is odor free	<input type="checkbox"/>	Clean oil stains	<input type="checkbox"/>

*Also helpful to put 100-watt light bulbs in Porch Lights, Carport, & Garage*



*Landscaping*

Mow lawn regularly	<input type="checkbox"/>	Overseed bare spots in lawn	<input type="checkbox"/>
Water lawn regularly	<input type="checkbox"/>	Remove/replace dead plants	<input type="checkbox"/>
Prune shrubs	<input type="checkbox"/>	Stake up sagging trees	<input type="checkbox"/>
Weed flower beds	<input type="checkbox"/>	Adjust sprinkler system	<input type="checkbox"/>
Repair damaged fences	<input type="checkbox"/>	Repair damaged planters	<input type="checkbox"/>

*All Interior Rooms*

Clean doors	<input type="checkbox"/>	Clean windows	<input type="checkbox"/>
Clean light switches	<input type="checkbox"/>	Clean baseboards	<input type="checkbox"/>
Clean chair rails	<input type="checkbox"/>	Clean curtains	<input type="checkbox"/>
Pull back dark curtains	<input type="checkbox"/>	Lubricate window slides	<input type="checkbox"/>
Lubricate doors	<input type="checkbox"/>	Clean light fixtures	<input type="checkbox"/>
Use rugs where needed	<input type="checkbox"/>	Empty trash	<input type="checkbox"/>
Make beds	<input type="checkbox"/>	Fluff pillows	<input type="checkbox"/>

*Kitchen*

Keep dishes out of sight	<input type="checkbox"/>	Keep food out of sight	<input type="checkbox"/>
Clean appliances	<input type="checkbox"/>	Clean range hood	<input type="checkbox"/>
Clean behind appliances	<input type="checkbox"/>	Keep floor clean	<input type="checkbox"/>
Clean light fixtures	<input type="checkbox"/>	Make sure outlets work	<input type="checkbox"/>
Eliminate cooking odors	<input type="checkbox"/>	Deodorize garbage disposal	<input type="checkbox"/>
Deodorize dishwasher	<input type="checkbox"/>	Deodorize refrigerator	<input type="checkbox"/>
Repair faucets	<input type="checkbox"/>	Organize cupboards	<input type="checkbox"/>
Clean under sink	<input type="checkbox"/>	Empty trash	<input type="checkbox"/>

*Bathrooms*

Shine mirrors	<input type="checkbox"/>	Empty trash	<input type="checkbox"/>
Clean out cabinets	<input type="checkbox"/>	Put fresh towels on racks	<input type="checkbox"/>
Clean shower door	<input type="checkbox"/>	Clean shower & surround	<input type="checkbox"/>
Clean sink & surround	<input type="checkbox"/>	Clean shower curtain	<input type="checkbox"/>
Clean grout	<input type="checkbox"/>	Make sure toilet flushes properly	<input type="checkbox"/>
Clean exhaust fan	<input type="checkbox"/>	Clean toilet	<input type="checkbox"/>

*Throughout Interior*

Keep closets clean	<input type="checkbox"/>	Declutter closets	<input type="checkbox"/>
Eliminate signs of dampness in basement	<input type="checkbox"/>	Fill holes/cracks in drywall	<input type="checkbox"/>
Vacuum	<input type="checkbox"/>	Replace HVAC filter	<input type="checkbox"/>
Remove cobwebs	<input type="checkbox"/>	Make sure outlets work	<input type="checkbox"/>