

Dressing Up Your Home

Sixty seconds is all you have to create a good first impression. Here are detailed ways on how you can make your home attractive to potential buyers.

Outside the house:

- Cut the grass and make sure it stays that way. Make the yard look neat by taking away clutter.
- Pull out the weeds and put fresh mulch to flower beds.
- Wooden fences must be painted new.
- Make sure door handles are tight and clean.
- Windows should be cleaned inside and out.
- Power wash the home's exterior
- Gutters and downspouts should be firmly attached and functioning.
- Paint the front door.
- Put a new welcome mat.
- Place potted flowers near the front door.

Inside the house:

- Look at the furniture in each room. Remove anything that looks "off" or anything that disrupts the design/theme. Take out any furniture that makes the room look smaller. Rent a storage unit if you have to.
- Clean and organize cabinets, closets and bookshelves.
- Inspect light fixtures and ceiling fans. Make sure they're clean and functional.
- Wash the carpets.
- Take away too many "personal items"; including wall hangings and knick-knacks.
- Inspect plumbing system to make sure it's not leaking; and if so, have it fixed.
- Repair torn screens, sticking doors, cracked caulking.
- Clean and repaint walls and ceilings if necessary.
- Replace worn cabinet and door knobs.



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- Deep clean or replace discolored grout.
- Replace broken tiles and worn countertops.

Additional details for showings:

- Turn on all the lights.
- Open drapes and shutters during the day.
- If you have pets, secure them outside.
- Use new towels for bathrooms.
- Use new bedding for bedrooms.
- Replace old lamps or lampshades.
- Play soft background music.
- Light the fireplace.
- Use a comforting scent, such as apple spice or vanilla.
- Set the dining room table for a fancy dinner.
- Do not stay in the house while it is being shown.



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