

~ TIPS AND TRICKS ~
PREPARING YOUR HOUSE
FOR SALE

DETAILS MAKE THE DIFFERENCE



CREATE AN INVITING ATMOSPHERE

Here are a few ideas to make your home say to potential buyers:
"Welcome, You're Home!"

- ◆ Ensure a **clean, organized entryway** for appeal
 - ◆ Repair wall and ceiling **cracks**
 - ◆ Paint walls a **neutral color scheme** (remember, white never fails)
 - ◆ Make sure **carpet** is spotless and fresh smelling
 - ◆ Wipe down all **light fixtures** so each room sparkles
 - ◆ Oil squeaky **doors** (don't forget the closet doors)
 - ◆ Clean **draperies and blinds**
 - ◆ Tighten **doorknobs**
 - ◆ Make sure **windows** operate properly
 - ◆ Clean around **fireplaces** and remove ashes
 - ◆ Organize **closets**
 - ◆ Make sure **laundry** is clean, folded and put away
 - ◆ **Vacuum** under beds
 - ◆ Make sure all beds are made and rooms are **neat and clean**
 - ◆ **Wipe down** the washer, dryer, furnace, water softener and other appliances
 - ◆ **Declutter!** Give your home a spacious look by clearing our excess furniture, knick-knacks and other personal items
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- A close-up photograph of a bed. In the foreground, a square pillow with a pattern of large, stylized green and yellow leaves on a light beige background is visible. Behind it, another similar pillow is partially obscured. A light beige or cream-colored blanket is draped over the bed, showing some texture and folds. The background is dark and out of focus, suggesting a bedroom setting.



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FOCUS ON CURB APPEAL

First impressions are lasting, so be sure that your house creates a strong first impression.

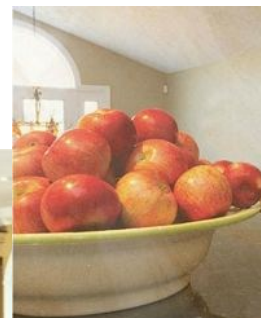
- ♦ Mow, weed, trim and water your **lawn** regularly
- ♦ Make sure you can read your **house address numbers**
- ♦ Check **locks** on all doors to make sure they work like new
- ♦ Repair and repaint any cracks in **exterior plaster**
- ♦ **Paint** or thoroughly wash the house exterior
- ♦ **Paint** your front door and mailbox
- ♦ **Polish** your door and entry hardware
- ♦ Make sure your **doorbell** is functional
- ♦ Place a new **welcome mat** at the door
- ♦ **Wash the windows** so they are transparent
- ♦ Repair damaged **screens and windows**
- ♦ **Remove extra vehicles** from the driveway
- ♦ **Sweep the walkway** and driveway as needed
- ♦ **Clean oil stains** from your driveway and garage
- ♦ **Remove** distracting **lawn ornaments**
- ♦ **Clean up** after your **pets** on a daily basis
- ♦ Repair any **fence or gate**
- ♦ Make sure your **roof and gutters** are in good shape
- ♦ Refresh **patio** by power washing
- ♦ Give **wood decks** a boost with a fresh coat of stain
- ♦ Put **tools in bins** in the garage or shop
- ♦ Place **lawn furniture** and small tables in conversational groupings outside
- ♦ Hang **miniature white lights** in trees and around umbrellas to create a warm glow



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SUGGESTIONS FOR THE KITCHEN AND BATH

- ◆ Place seldom-used **small appliances** in cupboards
- ◆ Wipe down insides of **drawers** and install dividers
- ◆ Install new **shelf and drawer liners**
- ◆ Clean **ovens** thoroughly
- ◆ Clean **cook tops and exhaust fans**
- ◆ Make sure all **burners** are working
- ◆ Defrost **freezers**
- ◆ Clean **refrigerator** - inside and out
- ◆ Inspect **cabinets** and clear **countertops**
- ◆ Tighten all **handles and knobs**
- ◆ Make sure your **mirrors and appliances** shine
- ◆ Check for leaky **faucets** and caulk **sinks and tubs**
- ◆ Deodorize garbage **disposal, dishwasher and trash can**
- ◆ **Fill** a large bowl with fresh fruit
- ◆ Set an **open cookbook** on the counter
- ◆ Leave guests **tasteful treats** such as coffee or tea and



cookies or donuts

- ◆ In the bathroom, create a **mini-spa** with guest soaps, bath oils and thick towels
- ◆ **Scrub and polish** all sinks and tubs
- ◆ Repair missing **grout and tiles**
- ◆ Repair leaking **taps and toilets**
- ◆ Purchase a **new shower curtain** and liner as well as **rugs**
- ◆ Roll several **new towels** and place in a basket on the counter



PAY SPECIAL ATTENTION TO ALL THE DETAILS

Inspire buyers by creating scenarios where they can picture themselves.

- ◆ Place a **bench** in your entryway for your guests' convenience
- ◆ Plan a **pleasant aroma**, but not overpowering - cinnamon sticks or apple cider mix in water on the stove or in the oven
- ◆ Rearrange furniture in the family room and living room for **openness**
- ◆ **Beautify** your entertainment center by adding a few books, art, and pottery
- ◆ **Drape a textured throw** over the corner of a sofa or chair
- ◆ Open a **board game** in the family room
- ◆ Place a **candelabra** near the fireplace



- ◆ Play **soft music** on the stereo to create a comfortable atmosphere
- ◆ Open all drapery and bring in as much **natural light** as possible
- ◆ **Scale back** family photos to a few tastefully framed pictures
- ◆ Place a **scented candle** on the nightstand and fold a **quilt** at the end of the bed
- ◆ Add a **centerpiece** to the table
- ◆ Turn on **ALL lights**



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