

Weaver Realtors

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CLEAN, PACK AND GET READY to SELL

Preparing your home to sell Step-by-Step.

--How to Get top dollar for your home--

So, you are selling your home; and you want to get top dollar. A great Realtor® will can give you suggestions on how to maximize your home. Below is the proven process I recommend sellers go through to get ready to list their home. The result, homes sold faster and for more than comparable homes in the area. This is also the method I highly recommend to get you organized and packed for your move.

Getting started - Purchase large clear plastic storage tubs, at least one for each room. Work one room at a time and pack a minimum of 1/3 of items (1/2 is better and 3/4 is best) for the move. If you haven't used it, worn it, read it, or listened to it in the last 30 days pack it for the move. Reducing your items will help your home appear larger. Smoke in the home or pet odors must be removed prior to listing, these odors will greatly reduce the price your home brings. You may be unaware of the smell appeal of your home because you live there and are used to it. Ask your Realtor®, a friend or neighbor who will be straight with you about the smell of your home. Smell is a critical part of selling a home!

Next Step - Determine where you will store the extra stuff, it will be in labeled plastic tubs - I recommend the garage or basement and neatly stacked 1 deep and no more than 3 high along a wall or two.

Kitchen – If the item is not used daily, it should be out of sight. If not used weekly pack it in your labeled clear storage tubs. Remove all junk drawers, people check construction of drawers by opening them, ALL.

- 1) Clean refrigerator (including top, behind, coils and under),
- 2) Stove (under burners and oven), microwave, dishwasher, sink and drainer
- 3) Clean cabinet fronts, oils from cooking and our hands build up on cabinets, doors
- 4) Clean light switch plates and clean weekly
- 5) Scrub countertops, faucets and fronts of appliance until they sparkle. If faucets leak repair or replace them, if replacing add shut off valves if not already installed. Clean out under the sink, check for leaks – repair if needed.
- 6) Replace curtains if not “new” looking
- 7) Clean windows inside and out
- 8) Scrub floors
- 9) Garbage disposal cleaned and refreshed with ½ lemon and 1 cup of ice every other day
- 10) Check lighting, it should be appropriate wattage for the task - dark does not sell

Dining Room – Set the stage for a romantic dinner

- 1) Items not used weekly go in the labeled clear plastic tub
- 2) Remove all excess
- 3) Clean walls, floors, baseboards, remove any cobwebs and dust from furniture and from room, remove chair cushions
- 4) Clean windows inside and out
- 5) Replace curtains if not “new” looking

- 6) Set the table for 2 or 4 depending on the size of the table. Start with a table runner in a rich color, add cloth napkins, and use crystal if you have it if not use great looking glasses, use glass or china place settings, and shiny silverware. Add candlesticks and flowers or a tray of unique items to the middle of the table to pull it all together.
- 7) China cabinets or built ins – remove all but a few items, make it look sparse
- 8) Last, but most important check lighting, chandeliers should sparkle, no dust on lighting and use appropriate wattage on light bulbs.

Living Room – Inviting and comfortable, this room should beckon come in sit down and relax

- 1) Items not used weekly go into the labeled clear plastic tub
- 2) Remove all excess, keep a few personal items like pictures they make the home feel lived in
- 3) Clean floors, walls, ceilings, baseboards and windows inside and out
- 4) Decide if you need to paint, many holes in the walls, discoloration from pictures, *smoker in the house or pets – patch holes and paint. The color should not be white but should be a color that complements your furniture and is a neutral. *Smokers or pets, walls and ceilings washed down with a good cleaner and painted with a Kilz product to block the smell. Curtains, carpets, and upholstered furniture cleaned by a professional to remove the odor.

Bathrooms - Inviting, bright, sparkling and clean, clean, clean

- 1) Each person who uses this bathroom should have a small overnight bag for personal items (hair products, personal supplies, tub toys). This bag is stored in the person's closet in their bedroom
- 2) Remove excess, if not used weekly pack in the labeled clear plastic tub
- 3) Clean out all drawers and cabinets – some empty space makes the drawers and cabinets seem spacious
- 4) Check for leaks under the sink and around the commode (spongy feel to floor around the commode means you need to replace the wax seal and maybe some of the wood around the base), commode that runs – now is the time to fix it.
- 5) Tub, commode, sink/s, shower and shower door, need to be so clean they sparkle. If calk around vanity, sink, tub and shower doesn't look perfect and new – replace it, a simple job that makes the home appear well cared for and in good condition – no mold
- 6) Clean mirrors, lights and vent fan
- 7) Clean walls, switch plates, medicine cabinets, baseboards, and floors.
- 8) Clean drains with some Clorox about ½ cup then run hot water to rinse
- 9) Replace shower curtain or shower door if not “new” looking
- 10) Replace toilet seat and lid if not” new” looking
- 11) Check lighting, use appropriate wattage
- 12) Avoid perfuming yo9ur home with candles or sprays, even the essential oils are offensive to some and can cause an allergic reaction or asthma attack.

Basement - Unfinished clean as a living room, if unfinished see list below

- 1) Remove any excess items store in labeled clear plastic tub if not used Weekly
- 2) Clean and remove all cobwebs and dust
- 3) Check all light bulbs, use a higher wattage to enable the entire basement to be viewed easily
- 4) Repair any cracks (tuck point) and leaks prior to listing, these must be disclosed on your property disclosure
- 5) Replace the furnace filter monthly
- 6) Clean windows inside and out
- 7) No litter boxes in basement, the furnace will draw the smell through the house
- 8) Run a dehumidifier 24/7
- 9) Paint the basement walls a light neutral color, this will make the area seem very clean and larger – much more a possible future living area than a dark damp old basement

10) Air out with fresh air if possible (open basement windows)

Garage – Goal is to make it appear big and roomy

- 1) Remove excess items and place in labeled clear plastic storage tubs. These tubs and the tubs from the house can be neatly stacked against a wall for the future move, stack up to 3 high and leave space behind them to be able to see the walls.
- 2) Clean everything – sweep floor, remove cobwebs and dust. If there are stains on the floor clean them and power-wash. Repair any cracks or chips in floor.
- 3) Paint walls if needed, ceilings with water stains are a big red flag to buyers, find source, fix it and paint with Kilz to block stain.
- 4) Check automatic garage doors, replace batteries in openers, and paint doors if they don't look great.
- 5) Check lights for appropriate wattage bulbs

Yard – Should say come and enjoy some outdoor fun

- 1) Mow grass as needed
- 2) Edge walks and driveway
- 3) Spray for weeds and seed bare spots
- 4) Trim any bushes or trees for a clean look
- 5) Place a blooming potted plant by each door
- 6) Remove excess yard ornaments and children's toys, store in a labeled clear plastic tub
- 7) Keep all large toys in one area
- 8) Swing set, sandbox area – put out new sand and check swing set for maintenance needs, paint or stain if needed

Deck – A place you want to spend time with friends and neighbors

- 1) Repair any rotten, warped or excessively worn boards or steps
- 2) Check railing if present for strength
- 3) Spray or trim grass around the deck
- 4) Power - wash with a deck cleaner
- 5) If deck is wood and hasn't been stained/resealed in the last 3 years it's time

Driveway – should look like it is new and will last a long time

- 1) Power wash to clean
- 2) Repair any cracks or chips
- 3) Spray to kill any grass or weeds growing on it

Gutters and Downspouts – these will help keep your home and basement dry

- 1) Clean all leaves, branches and seeds from gutters
- 2) Fix any leaks or loose areas
- 3) Extend downspouts at least 3 feet from your foundation
- 4) Inspect roof and nail down any loose shingles

Porches – Say welcome home

- 1) Remove excess items, no shoes, coats etc
- 2) Clean top to bottom
- 3) Check lighting for appropriate wattage
- 4) Clean windows inside and out

Appliances – Washers, people open these to see if there is hard water, clean to a sparkle

Pets – Many people are allergic or have asthma, pets and cigarettes smoke can be a big problem for them. I love animals but they don't help sell a home

- 1) Remove all signs of pets

- 2) Food and water bowls
- 3) Beds, carriers, leashes, brushes, etc...
- 4) Litter boxes - not in the basement or close to an air intake for your furnace.
- 5) Flea shampoo or flea spray in a cabinet is a red flag
- 6) You receive a call and your house is going to be shown – crate your pet and take it to a friend or the vet
- 7) Large dogs frighten most people although we won't all admit it. Some specific breeds of dogs that should be removed during a showing are: Doberman, Pit bull, German shepherd, Rottweiler, Great Danes and most dogs over 30lbs. Children accompany many parents on showings and a child bitten by a dog or cat will definitely not result in a good offer. All dogs and cats should be separated from direct contact with the buyers visiting your home. Yes, cats too, I added this last year after I was attacked by a cat while taking pictures in a new listing. I had to get a tetanus shot, if the cat had not been current on its shots it would have been put down to be tested for rabies.
- 8) Fish, turtles, hermit crabs? – clean the aquarium and make sure there is no smell
- 9) Reptiles – not a good idea to have snakes, large lizards, or anything that is poison
- 10) Birds – clean entire area and be sure there is no smell, put them to bed (cover the cage) if at all Possible

An Extensive list, but one that will guarantee your home is ready for buyers and will show as a well-maintained home.

If you have additional questions please give me a text or call! 712-291-0118. Email me at <mailto:Georgia@weaverRealtors.com>

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