

There is an old adage we use in Real Estate that goes **“The HOME you LIVE in is NOT the HOME you SELL”**. What that simply means is that when you’re considering SELLING your HOME it is IMPERATIVE that you DEPERSONALIZE the space. Potential BUYERS are then able to VISUALIZE THEMSELVES in YOUR HOME without the DISTRACTION of someone else’s PERSONAL belongings. This is one of the most IMPORTANT things to a POTENTIAL BUYERS as they want to start off with a BLACK CANVAS. This helpful handout illustrates STEP-by-STEP how to SUCCESSFULLY SHOW your HOME giving you an ADVANTAGE over the COMPETITION! The end result – you’ll get your HOME SOLD for TOP DOLLAR as FAST as possible. Take a moment to read through my CHECKLIST before putting your property on the market and I can **GARAUNTEE** you’ll be on your way to a SUCCESSFUL SALE. CHECK off ITEMS as you go to help keep you on track. GOOD LUCK!!!

Preparing Your Home For Sale

General Items:

- Start by airing out the home. Most people are turned off by even the smallest odor. Odors must be eliminated, especially if you have dogs, cats, young children in diapers or if you are a smoker
- If it has been over a year since the carpets have been cleaned - now is the time to do it. Bare floors should be waxed or polished as well
- Clean and wipe down all stained woodwork including doors and cabinets with a wood maintenance product such as **“Old English”** or **“Liquid Gold”**
- Replace or clean A/C filters. Clean all A/C vents and intake grids
- Keep A/C set no warmer than 75 degrees and heat no cooler than 70 degrees
- Use an air freshener like Glade “Plug-ins” in each room and try to avoid floral scents as they can be too strong

Interior Lighting:

- Upgrade the wattage in all light fixtures to the highest level safety will allow
- Dust/Wash all light fixtures and fans

Windows:

- Dust blinds, windowsills, and plant ledges
- Remove any cobwebs inside and outside
- Clean interior and exterior of all windows and glass doors
- Take screens off before washing and leave off front of house
- Keep all blinds/shades pulled up/open
- Remove draperies to allow maximum NATURAL LIGHT to show through the home

Carpets:

- Steam Clean
- If replacing, I can help you make choices that will be most appealing to PROSPECTIVE BUYERS. Just ASK and I’m HAPPY to HELP

Bathrooms:

- Bathtubs, showers, and sinks should be freshly caulked. The grout and tile should be clean and in good condition and there should be no leaks in the faucets or traps
- Clean all tubs, toilets and sinks
- Polish sinks with lemon or vegetable oil
- Polish all hardware to a shine
- Streamline counters with 1 or 2 decorative items ONLY
- Linen cabinets should be organized
- Use baskets to hold make-up and toiletries so that after use they can be stored under the counter
- Stow unused shampoos, soaps, scrubbing implements, razors, cleansers, etc., under the sink
- Stow laundry hamper in closet
- Stow wastebasket under sink
- Rugs/commode lid covers should be removed

Kitchen:

- Keep all flat surfaces such as countertops, appliance tops and furniture cleared off as much as possible. Kitchen counters should have very little on them to show that there is plenty of available workspace.
- Keep appliances stored when not in use
- Remove all magnets, notes and pictures from the refrigerator
- Stow personal affects away
- Stow trashcan in pantry
- Go over the kitchen as if you were a health inspector. Clean the oven, range (new drip pans) and the seal of the dishwasher door

Utility Rooms:

- Organize shelves, putting away non-cleanser items and keeping area clear of clothes, toys, magazines, mail, etc.

Pantry/Closet Comments:

- Organize Closets neatly putting things on shelves
- Allow space in between hanging items.
- Leave at least ONE SPACE of the Closets EMPLTY so that the Rear Wall will be displayed when the Door is Opened
- Leave a small empty space on each shelf to show potential storage space

Bedrooms and Living Areas:

- Make sure that there is not too much furniture in a room. *Select pieces that look best and stow others in storage.*
- Depersonalize your home by storing personal photos, Keepsakes and Personal items

Exterior House:

- Thoroughly sweep down all exterior sides of house and eaves to clean cobwebs and wasp nests

Yard:

- Keep lawn mowed, weedeated and well-edged
- Trim trees and shrubs
- Clean out flowerbeds and invest in a few flats of colorful flowers

Front Entry Porch:

- Be sure Front Door area is clean and free of dirt, dust and cobwebs
- Repaint Front Door and trim if not pristine
- Clean "WELCOME" Mats outside & inside Doorways
- Make sure Doorbell is working properly

Garage:

- Sweep and Clean removing all Cobwebs, Car Oil and Grease spills from the floor
- Drastically Clean, Organize and Declutter everything you currently have stored and if necessary, create THREE separate piles NAMED:
 - KEEP
 - DONATE
 - TOSS

NOTES: _____
