

HOW TO PREPARE YOUR HOME FOR SALE.

CURB APPEAL

First Impression - Most buyers will do a drive by, before they will set up an appointment with their Real Estate Agent to view the inside of a home. You don't get a second chance to make a first impression. To get the buyer past the front door you need to add some CURB APPEAL. Freshly painted front door and mailbox will go a long way. Unclutter yard and driveway. Keep lawn freshly cut and shrubs and hedges trimmed. Add some colorful, but simple, potted or bedding plants to the front of the home. Check for cracked or peeling paint - repaint if necessary. The best money spent on CURB APPEAL is for cleaning, painting and small cosmetics.

INTERIOR

Enhance your home's interior by giving every room in the home a thorough cleaning as well as removing all clutter. This will make your home appear BIGGER and BRIGHTER. If necessary repaint dingy, soiled or strongly colored walls with a neutral color of paint. Repair damage doors, hardware, windows, walls and ceilings. Clean or replace all carpets and linoleum flooring.

KITCHEN

Kitchens are perhaps the most important room in the home. Make sure it is always clean, free of dirty dishes and has a shining clean floor. Be sure the counter tops are uncluttered and the oven is kept clean. Tidy up the cupboards and be sure the cabinet doors are spruced up. Repair or replace dripping faucets. A freshly painted kitchen may be well worth the investment.

BATHROOM

The bathroom has become an important selling feature in today's home. There are many ways you can improve and create a FRESH look. Place a vase of fresh flowers on the vanity. Replace an old toilet seat with a new one. Replace an old light fixture with a new style light. Place all personal care articles out of sight. Add color and richness with new towels and shower curtain. Empty waste baskets. Remove stains from toilets, tubs and sinks. Repair or replace dripping faucets and showerheads. Spray a light fragrance to give the room a pleasant odor.

LIGHT

Use light to showcase your home. Homes that are bright and cheerful show better. Keep windows shades and curtains open. Turn on all lights during evening inspections. Light should be kept on in areas that do not receive enough natural light. Replace burned-out bulbs in lamps and light fixtures. Let your light shine!

ODOR

Odors have more impact than you might expect. They can work for or against you. If buyers detect an unpleasant odor due to pets, cigarette smoke, or unusual cooking smells, it is a big deterrent and can prevent a sale! Introduce pleasing odors by placing flowers or potpourri in your home and using air fresheners. Burning candles, baking a pie or some other fragrant treat is another common tactic.

SELLER'S HOME INSPECTION

There are two reasons for a Home Inspection. First in a competitive market, you want your home to "stand out in the crowd." By having your home inspected when you put it on the market, defects can be identified and corrected. Second a seller's inspection can help in marketing your home to potential buyers. (See Satisfied Customers back side of this pamphlet)

YOUR REALTOR

Call your Realtor® for further ideas on what you can do to your home to maximize its selling price and have the home sell as quickly as possible.