

Tips For Selling

PREPARING YOUR HOME FOR SALE



When you get ready to place a home on the market it becomes a product, and just like any product on the shelves at your local store it has features and benefits, and there are other products to compete with. To have an edge in your marketplace you must be priced right and look better than the competition. Here are some tips to help get you started preparing your home for sale.

Inside

- Clear all unnecessary objects from furniture throughout the house. Keep decorative objects on the furniture restricted to 1,3 or 5 items.
- Most carpets need to be cleaned. Have them professionally cleaned before coming on the market.
- Check all light fixtures. Replace all burned out light bulbs. Look for dark hallways and corners and increase the wattage of bulbs in those areas.
- Repair and repaint cracks on walls and ceilings.
- Repair or replace broken light switches and switch plates.
- Pack up all valuable items to protect them.
- Clear all unnecessary objects from the kitchen countertops. Clear refrigerator fronts of messages, pictures, etc.
- Fireplaces need to be cleaned out. Glass doors should be cleaned. Mantels and hearths need to be cleared off except for a few necessary items.
- Reduce the number of books on bookshelves.
- Be sensitive to odors, because buyers are! Excessive cooking or smoking odors, dog or cat odors, baby, laundry and mildew odors will turn off buyers. Use room deodorants and keep windows cracked for ventilation. You can't sell it if you can smell it!
- Wash all windows and make sure they operate freely. If the seal is broken on a double-pane window, replace it now.

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Your Home ... Your Agent!

- Rearrange or remove some of the furniture if necessary. Thin out as much as possible to make rooms appear larger.
- In kitchens and bathrooms, repair any tile that has been damaged or come unglued. Clean grout if it is stained.
- Clean stovetops and oven. Replace old burner pans if badly stained.
- Make sure all faucets are working smoothly and without drips. Check all drains and make sure there are no leaks.
- Get rid of all molds or stains throughout the bathrooms, especially in the shower and bathtub areas.
- Many tubs and showers need a fresh new bead of silicone caulking around the edges to make them look neat and clean.
- If possible have the home professionally cleaned prior to going on the market.

Outside

The first impression when a buyer drives up to your home is critical. Walk across the street and look at it through the eyes of a buyer. Be tough on yourself. What do you see?

- Take a good look at the front door and trim. Give special attention to this because this is where buyers will get their first opportunity to make a close inspection of your home. Does it need repainting or staining?
- Go around the perimeter of the house and move all garbage cans, discard wood scraps, building materials etc.
- Clean all debris and moss from roof and gutters.
- Look at all plants...prune bushes and trees. Keep plants from blocking windows Weed and bark all planting areas. Remove any dead plants or shrubs.
- Sweep all decks, walks, porches and patios and keep them swept. Remove any moss, clean and then stain or paint if necessary.
- Remove all small planters, flower pots, barbecues, toys, etc.
- Check paint condition of the house and touch up as needed.

In general try to look at your house through the buyer's eyes, as though you have never seen it before. Any time or money spend on these items will bring you back more money in return and hopefully a faster sale!