

Make Your Home Ready for Potential Buyers



It is very important to make sure that your home “shows well” during the listing period. Make necessary repairs, ensure that the home is clean and that everything functions and looks presentable. A poorly kept home could lower the selling price of your property and will even turn away some buyers. Keep in mind that your personal taste and style may not appeal to everyone.

Walk through your home and walk around the house and think as a buyer. Remember that first impressions are lasting impressions.

EXTERIOR

- Keep the lawn trimmed and edged

- **Weed flower gardens, trim shrubs and eliminate dead trees and branches**
- **Pick up any debris, toys or lawn furniture so that the grounds, porches and garage are tidy**
- **Paint the front door if necessary — remember, it is a first impression**
- **Repair any fences and gates and give them a fresh coat of paint or stain if necessary**
- **Keep the exterior clean and attractive, the roof and gutters in good condition**
- **Replace any cracked windows and torn screens**
- **Make the entranceway clean and inviting**
- **Be sure the doorbell works**
- **Wash down the mailbox and porch light and sweep the porch**

INTERIOR

- **Walls should be clean and free of smudges, fingerprints and dents**
- **Consider a fresh coat of paint, if a good washing doesn't work**
- **Inspect woodwork and wallpaper for areas that need attention**
- **Arrange furniture to make each room appear more spacious and attractive**
- **If a piece of furniture is badly worn, consider storing it temporarily**
- **Wash windows and sills, make sure curtains and drapes are freshly washed**
- **Shampoo rugs and carpets, wax floors**
- **Repair loose doorknobs, sticking doors and windows, and warped kitchen drawers and**
- **cabinets**

- **Fix leaky faucets**
- **Tighten loose stair banisters and be sure steps are free of objects**
- **Light fixtures should be in good condition, replace light bulbs if needed**
- **Clean out closets to display their roominess, make sure clothes are hung neatly**
- **The kitchen should be especially clean and dishes put away.**
- **Make sure bathrooms are clean and mildew-free**
- **Repair the caulking in tubs and showers**
- **Bedrooms should appear neat with attractive spreads and curtains**
- **Pack away valuables, knick-knacks and any medicines**
- **Remove any clutter (including wall posters) from kids' rooms**
- **Use packing boxes to clean and organize the basement, attic and garage**
- **Turn on the lights; your house should be illuminated**
- **Keep pets out of the way during showings — potential buyers may be allergic**

Leave the showing to the salesperson, as they know the buyer's requirements and can best emphasize the features. Don't discuss anything about the sale with a potential buyer. We will discuss separately the price, terms, possession date and other items concerning the sale to bring negotiations to a favorable conclusion.