



Getting Your Home Ready To Sell

1. Clean, Clean, Clean! This is the time when you want your home to look its very best. Pay attention to baseboards, ceiling fans, air filters, windows, blinds, light fixtures, and framed artwork/mirrors. A carpet cleaning might be a great idea.
2. De-Clutter! Buyers love to see useful space. Excess clutter can cloud their view of how spacious your home really is! Now would be a good time to get rid of things you haven't used in years! Display no more than 2 appliances on the kitchen counters. Put all toiletries away on the counter in the bathrooms. Organize all your closets and cabinets- buyers look everywhere!
3. Touch up the paint on the walls and trim if it's been a while. You may want to try a "Magic Eraser" to remove the scuffs and marks first.
4. Take down excessive personal photographs. Buyers want to be able to picture themselves in their new home. Too many personal photos may make the buyer feel uncomfortable.
5. Pay attention to the natural odor(s) in your home. You may need to ask an honest friend to help with this one! Every home has its own odor. A deep cleaning should help with the odor; however, it may be a good idea to "Febreeze" couches and carpets. A couple neutral air fresheners go a long way (vanilla is always a favorite!) Your goal is for a "light scent of fragrance". Too much air freshener will be overkill. If you do have pets, you may want to come up with a plan of action for when you have showings. Dogs are our best friends, but they might be our worse enemy when it comes to selling our home!
6. Touch up on your landscaping. Curb appeal is what is going to first attract buyers to your home. Keep grass mowed with clean edges. Remove all dead/dying plants and shrubs. If your yard needs some freshening up, plant some flowering plants or brightly colored green shrubs. Don't forget to keep up with the weeds!
7. Gather all the important documents for the sale of your home. You will need them when the house sells, so you may want to locate them now. Title Insurance Policy, Restrictive Covenants, Appraisal, Survey, Copy of the Deed and anything else involving the sale of your home. Try to gather all your receipts for recent repairs (have you recently painted your home, replaced the water heater or AC?)