

Prepping Your Home for the Market

First impressions last a long time

The front door greets the prospect. Make sure it is fresh, clean and clean looking. Bushes need to be shaped...keep lawn trimmed and edged, and the yard free of refuse. Be sure snow and ice are removed from walks and steps.

Decorating for a quick sale

Faded walls and worn woodwork reduce appeal. The best investment a seller can make is a coat of paint- usually resulting in a quicker sale at a higher price. An investment in wallpaper removal could encourage a buying decision.

Light and Bright

Open drapes and blinds and let the prospect see how bright your home can be. Dark gloomy rooms are not appealing.

“Honey Do” List

Drippy faucets, sticky doors, drawers and windows are red flags. Fix all the “little things” before you market your house.

Safety first

Keep stairways clear. Avoid cluttered appearances and possible injuries.

Make closets look bigger

Neat, well-organized closets show that the space is ample.

Bathrooms help sell homes

Check and repair caulking in bathtubs and showers. Unclog slow drains and fix leaky plumbing. Make this room sparkle!

Arrange rooms neatly

Remove excess furniture. Use attractive bedspreads and clean window treatments.

Upstairs/Downstairs

Display the full value of your attic, basement and other utility spaces by removing all unnecessary articles. Brighten dark, dull basements by painting walls.

Through The Eyes of a Buyer

How does your home appear through the eyes of a buyer?

This is an important question to ask yourself when preparing to sell your home. The following checklist will give you an idea of what should be done to your property so that it looks its best.

Enhancing Your Home

FIX IT NOW...SELL FASTER!

- Remove marks from walls, clean windows and clean floors.
- Keep pets out of the way—some people dislike pets.
- Radio and TV should be turned off.
- Remove clutter – put in storage. Don't apologize for a lived in look.
- Loose door knobs, squeaking hinges and sticking doors will convey a lack of upkeep in home.
- Turn lights on to present a well-lighted, warm home.
- Faucet leaks, stains may convey poor plumbing maintenance.
- Walk into home from front door and make a list of all things needing attention and repair.
- Keep stairways clear of objects.
- Use your senses: Eyes, smell, touch, hearing responses for everything in house—especially bathrooms and basement.
- People like clean homes to move their personal things into – a little thoughtful planning and elbow grease may save dollars.

BASEMENT, ATTIC, GARAGE

- Clean out attic, basement and garage, and dispose of everything you're not going to move.
- Package everything you won't need until you're settled in your new home.
- Make sure there is plenty of light on the stairs to the basement.
- If your basement is dark and gloomy, paint ceilings and walls a light color.

- Repair cracks in the basement floor.
- Vacuum garage floor and rafters.
- Stack items neatly against walls to make area look larger.

KITCHEN

- The kitchen is the most important room in the house. Make it bright and attractive. If dull, paint cabinets, put up perky new curtains.
- Clean the ventilating hood.
- If the kitchen floor is badly worn, put down new flooring. If a single tile is loose, apply heat to the tile with an iron covered with a soft cloth, to soften the adhesive – then replace the tile.
- Remove any appliances that you keep on your counters, like a toaster, coffee-maker, can opener.
- Clean counters to make the room look larger.

BATHROOM

- Repair dripping faucets.
- Keep fresh towels in the bathroom.
- Use special cleaning products to remove stains from toilets, bathtubs and sinks; keep sinks and mirrors shining.
- If sink and bathtub drain too slowly, unclog them.
- Keep a solid deodorizer in the bathroom area.
- Replace old caulking around bathtubs.

LIVING AREAS

- Have the plaster in top shape. Cracks (or nail pops, visible seams in dry wall) are easy to fix.
- Check ceilings for leak stains. Fix the cause of the damage, repair the ceiling and repaint.
- In painting and redecorating, stick to conventional white and easy-to-work with neutrals.

- If you have a fireplace, clean it out and lay some logs in it to make it look inviting.
- Wash windows and replace any broken glass; make sure all windows will open and close.
- Replace burned-out light bulbs. Use brighter bulbs.
- Be sure every light switch works.
- Clean the floors so they shine. Repair any creaking boards or stair treads.
- Straighten up the closets and get rid of excess stuff.
- Store out-of-season clothes so closets look larger.
- Use room deodorant to eliminate musty odors.
- Lubricate any sticky or squeaking doors.
- For sliding doors that stick in their tracks, rub the tracks with paraffin or a bar of soap.

OUTSIDE

- Invest in landscaping where it can be seen at first sight. A well-manicured lawn, neatly clipped shrubbery, and cleanly swept walks create a good first impression. Keep lawn closely cut and edged.
- Cut back over-grown shrubbery that looks scraggly or keeps light out of the house.
- Paint your house if necessary. This can do more for sales appeal than any other factor. If you decide against painting, at least think about painting front door and trim.
- In winter, walks should be free of snow and ice.
- Inspect the roof and gutters. Replace any missing shingles.
- Consider putting flowers outside the front door.
- Repaint the front door.
- Repair broken outdoor steps.

Homeowner Checklist:

The following is a detailed checklist to help you make an inspection and repair record as you prepare your home for sale.

LANDSCAPING

_____ Lawn in good condition

_____ Grass mowed

EDGING AROUND

_____ Walks

_____ Driveways

_____ Trees

_____ Fences

TREES/PLANTINGS

_____ Dead branches pruned

_____ Dead shrubs replaced

_____ Overgrown shrubs pruned

HOUSE EXTERIOR

_____ Recently painted

_____ Gutters recently painted

_____ Exterior lights operating

_____ Missing shingles replaced

KITCHEN

_____ Sink free of stains

_____ No dripping faucets

_____ Appliances – good working order

_____ Walls/cabinets free of grease stains

_____ Countertops cleared

_____ Pantry neatly arranged

_____ Pantry hardware replaced

_____ Refrigerator defrosted

BATHROOMS

_____ Sink stains removed

_____ Leaky faucets repaired

_____ Grouting stains removed

_____ All joints caulked

_____ Missing tiles replaced

_____ All fixtures operating

_____ Floors cleaned

_____ New shower curtain

Windows:

_____ Cracked panes replaced

_____ Trim painted

_____ Operating freely

DRIVEWAY

_____ Resurfaced

_____ Potholes patched

_____ Recently sealed

PATIOS

_____ Wood stained or painted

_____ Fencing secure

BASEMENT

_____ Cracks in ceiling and walls repaired

_____ No evidence of water penetration

_____ Dampness removed

_____ Cold water pipes covered

_____ Dehumidifier installed

_____ Sump pump installed

_____ No musty odors

_____ Drains cleared

_____ Furnace cleaned

_____ Storage neatly arranged

_____ Excess storage removed

_____ All supplies stored

_____ Guest towels out

FOYER

_____ Doorbell operating

_____ Door recently painted

_____ Door brass polished

_____ Hardware operating

_____ Hinges oiled

_____ Broken hinges replaced

_____ Entryway lights operating

_____ Floor cleaned and clear

_____ Closet cleaned out

_____ Closet light operating

LIVING ROOM

_____ Cracks in ceiling and walls repaired

_____ Water stains repaired

_____ Walls recently painted

_____ Wallpaper removed

_____ Woodwork repainted

_____ Windows washed

_____ Curtains washed and ironed

_____ Drapes opened to view

_____ Carpets cleaned

_____ Floor swept

_____ Light fixtures operating

_____ Handrail secure

_____ Stairway runner secure

BEDROOMS

_____ Cracks in ceiling and walls repaired

_____ Water stains repaired

_____ Wallpaper removed

_____ Woodwork repaired

_____ Windows washed

_____ Curtains/drapes cleaned

_____ Floor waxed/refinished

_____ Carpets cleaned/secured

_____ Bed made

_____ Laundry put away

_____ Furniture positioned to show space

DINING ROOM

_____ Cracks in ceiling and walls repaired

_____ Water stains repaired

_____ Wallpaper removed

_____ Woodwork repainted

_____ Windows washed

_____ Curtains washed and ironed

_____ Windows operating freely

_____ Drapes opened to view

_____ Carpets cleaned

EXTRA/CHILDREN'S BEDROOMS

_____ Floor free from clutter

_____ All toys shelved/put away

ADDITIONAL SELLER RESPONSIBILITIES

Interior Condition

Exterior Condition

Permission for me to accomplish marketing plan

Competitive pricing

Property availability for showings

Preparation for showings

Periodic meetings with me to consider adjustments
