

Preparing Your Home For Sale

The effort you put into the repair and cleaning of your home and property usually results in a faster sale at a higher price. First Impressions sell homes. A bad first impression will result in a home being on the market longer and not bringing the highest possible price. The more effort put into this list of suggestions, the better your chances are of selling fast, and at a higher than average price. Always remember that most people are looking for a **home**, not a house.

Drive-by and Drive-up enhancements

- Paint the house – this one thing can do more for sales appeal than any other factor.
- Wash all the windows in the house, inside and outside.
- The Yard - Remove all toys, junk, hoses, garden tools, garbage and other items from view.
- Mow the lawn and keep it edged. Trim and/or shape any bushes. Remove dead plants.
- Put lots of colorful flowers in front of house. Put fresh mulch or bark in flower beds.
- Keep the garage doors closed. Clean the driveway of oil and any unsightly stains.
- Remove RV's and Boats to another location if possible.
- Trim the trees and remove any dead branches.
- Make sure any fences and gates are in good repair and standing straight.
- Lastly, water your yard as often as possible... green sells.

The first thing a buyer sees up close is your front door

- Put a fresh coat of paint on the front door.
- If the door has a window, make sure it is clean and bright.
- Replace the door mat with a new one.
- Make sure the sidewalk is clean.
- Replace the doorbell button if it is old and worn.

Preparing the first view of the home inside

- Look at the paint on the walls and doorways. Paint and/or clean if necessary.
- Make sure the entrance is bright and well lit.
- Open all curtains and blinds in every room.
- Turn on lamps even if there is a lot of light from the windows.
- Vacuum and clean all floors and make sure all clutter is removed.
- If there is a fireplace, make sure it is clean and has fresh logs.
- Clean and straighten all cupboards and closets.
- Pick up any clothing, toys, etc. from all floors.
- Dust all the furniture, bookcases, and cabinets.

The kitchen is often the most important room in a home

- It is important that this room be bright, cheerful, and attractive.
- Clean the stovetop, oven, microwave, and refrigerator even if it isn't being sold with the home.
- Make sure kitchen table is clear of clutter and put a vase of flowers on it if possible.
- Remove appliances from countertops if possible.
- Make sure curtains and blinds are clean and fresh looking. Replace if necessary.
- Create a nice smell in the kitchen. Burn a fragrant candle, vanilla and cinnamon are good.

The living room

- If there is a fireplace, make sure it is clean and has fresh logs.
- Make sure all woodwork is clean and polished.
- If the room is crowded with furniture, put a few pieces in storage.

The bedrooms

- All beds should be made.
- Put clothing and toys away.
- Closets should be clean and neat.
- Make sure curtains and blinds are open.
- Furniture should be neatly arranged.

The bathrooms

- Bathrooms should be clean, bright and smell fresh.
- Replace the old shower curtain.
- Replace any worn throw rugs.
- Polish all of the fixtures.
- Hang fresh towels. Bright colors are nice.
- Clean stains from bathtubs and toilets.
- Use an air freshener but nothing overpowering.
- Place new and colorful soaps on sink and bathing area.

This list is by no means comprehensive. Some things on this list may not be practical in your situation. Time and money are variables that you may not be able to control. If you don't have the time, but you have a little extra money, schedule a professional crew to come in and clean your yard and house. You might be surprised at how little cost is involved and it will get you off to a good start. Anything you can do to make your home more inviting, the better.