

Preparing Your Property for Sale

The Exterior

<ul style="list-style-type: none">• Lawn	The yard should be neatly mowed, raked and edged.
<ul style="list-style-type: none">• Trees/Shrub	Should be pruned and shaped to complement the property.
<ul style="list-style-type: none">• Flowers	Consider adding seasonal flowers.
<ul style="list-style-type: none">• Sidewalks/Drive	Should be swept and washed to remove debris, dirt and stains. Cracks should be repaired and patched.
<ul style="list-style-type: none">• Painting	Check the home for any needed maintenance just as a buyer would. Repaint or touch up as necessary. You can't find a better investment when you are selling your house! Don't let the outside turn buyers off before the inside turns them on.
<ul style="list-style-type: none">• Doors/Windows	All doors and windows should be in good working order. Clean and paint doors if necessary, wash all windows and replace any broken or cracked window panes. Screens should be free of any tears or holes. Inspect all locks to ensure that they are functioning properly.
<ul style="list-style-type: none">• Roofs/Gutters/Downspouts	Check for loose or missing shingles. Clean out gutters and downspouts. Touch up peeling areas on gutters.

The Interior

<ul style="list-style-type: none">• Atmosphere	When placing yourself in the potential buyer's shoes, you will want to consider the overall atmosphere of your home. Keep color, lighting and smell in mind as you go through the home. Create an atmosphere within your home as one of shelter, a place that is safe and warm, and in good condition.
<ul style="list-style-type: none">• Smell	A clean smelling house creates a positive image in the buyer's mind. Be aware of any odors from cooking, cigarettes, pets, etc. that may have adverse affects on potential buyers.
<ul style="list-style-type: none">• Colors	Be cautious when selecting colors when painting or replacing carpeting. The key is to promote your home to the largest segment of the buying market as possible. Stay with neutral colors – let the new owner choose their own color scheme.

<ul style="list-style-type: none"> • Lighting 	Take advantage of natural light as much as possible by cleaning windows, opening shades and drapes, etc. Add lamps and lighting where necessary. Be sure that all fixtures are clean and have functioning bulbs. Increase the wattage of the bulbs in the basement area.
<ul style="list-style-type: none"> • Walls 	Check for peeling paint, loose wallpaper. Consider replacing unusual or bold colors with neutral tones.
<ul style="list-style-type: none"> • Floors 	Clean all wall-to-wall carpeting and area rugs. Clean and polish linoleum. Consider refinishing wood floors if necessary.
<ul style="list-style-type: none"> • Closets 	Empty closets of off-season clothing and pack for the move. Organize them to demonstrate the most efficient use of space. Leave as few items on the floor or shelves as possible.
<ul style="list-style-type: none"> • Furniture 	Arrange furniture to give the rooms as spacious a feeling as possible. Consider removing furniture from rooms that are too crowded. Avoid clutter. Pack up knickknacks-both to protect them and to
<ul style="list-style-type: none"> • Woodwork 	Clean and polish all woodwork if necessary. Pay particular attention to the kitchen and bath cabinets.
<ul style="list-style-type: none"> • Bathrooms 	Cleanliness is the key! Make sure that all surfaces are spotless and remove non-skid decals that are in poor condition. Replace worn or dirty shower curtains, clean and repair caulking, store all personal care products out of sight. Repair any faucets that leak or do not function properly. Clean off mineral deposits with vinegar and or commercial products. Clear off countertops. Clean and organize all cabinets and drawers. Consider bringing out your best soaps and towels. Add a plant for color and freshness.
<ul style="list-style-type: none"> • Fireplace 	Sweep and clean the fireplace. Place a few logs on the grate to create an attractive appearance. You are welcome to have a fire going during showings – it creates a great atmosphere
<ul style="list-style-type: none"> • Appliances/Light Fixtures 	Clean, bright, sparkling and shiny!
<ul style="list-style-type: none"> • Dining Room 	Consider adding fresh or silk flowers, or setting the table with an attractive arrangement.

<ul style="list-style-type: none"> • Kitchen 	Avoid clutter – store small appliances whenever possible to maximize the appearance of work space. Clean and organize all storage space. Sinks, cabinets, appliances and counter tops should be clean and fresh.
<ul style="list-style-type: none"> • Basement/Attic 	The basement and attic should be cleaned and organized. Be sure that the stairs are cleared, well-lighted and that the handrail is secure. Remove and dispose of any items that will not be moved with you. Pack other items neatly in boxes.
<ul style="list-style-type: none"> • Garage 	Sweep and wash the floor to remove dirt and stains. Organize tools, garden equipment, bicycles, etc.

Items Not Included In Sale

Remove (and replace if applicable) any items that will not be included in the sale of the property such as light fixtures.