



# Preparing your property to Sell

**You only have one chance to make a positive first impression.** No one has a more important role in the home selling process than you. Staging your home will present it at its best, resulting in a successful sale at the highest price. The key words to remember in preparing your house for sale are neat and sparkling clean. Take a tour of your house as if you were the buyer. Make a list of jobs and begin the work today.

How will buyers see your property? A comparatively small investment in time, money and effort can remove many distractions and lead to strong offers from buyers.



## Interior Improvements

- Remove all unnecessary furniture
- Remove clutter throughout
- De-personalize the home by removing most family photos and sports team decor
- Curtains and draperies should be clean or removed
- Make sure your carpets are clean and odor-free
- Clean and shine hardwood flooring
- Organize closets and cupboards
- Make sure windows, screens and doors are sparkling clean and are in proper working order
- Clean all appliances and make sure they are in proper working order
- Repair cracked or peeling paint, wallpaper and woodwork
- Wash wall smudges and polish mirrors
- Check all light bulbs
- Replace HVAC filters
- Be sure your home is well aired and clean smelling
- Replace loose caulking or grout
- Clean the garage so a car will fit into the proper space



## Exterior Improvements

- Trim trees, hedges and shrubs
- Remove dead or dying flowers inside and out
- Put away outdoor tools and equipment
- Remove stains and clutter from the driveway
- Repair the driveway, sidewalks and stairs
- Remove mildew or moss from walls and walks
- Touch up exterior paint
- Paint the front door and the garage door if worn
- Replace faded house numbers
- Replace old door mats
- Replace or paint weather-beaten mailbox
- Make sure the doorbell works
- Clean outdoor light fixtures
- Clean and repair patio and deck areas
- Repair fences and gates
- Remove debris from the roof
- Clean gutters
- Repair any rotted wood
- Replace or repair anything that sticks, squeaks or drips

