



## What You Can Do...

Experience shows that taking the time for advance preparation of your home increases desirability, provides a marketing "edge", and results in shorter market time while assuring the highest return.

### Advance Preparations

- ◇ Remove clutter from the yard
- ◇ Cut and edge the grass, trim hedges and weed gardens
- ◇ Paint, fix or wash railings, steps, storm windows, screen, front and back door
- ◇ Repair or replace roof, if needed; otherwise buyers will want to deduct the cost even if your priced already reflects the required work.
- ◇ Clean gutters and wash windows
- ◇ Straighten up garage and paint, wash and fix garage doors and windows
- ◇ Repair dripping faucets and leaking toilets
- ◇ Replace any torn shades or broken blinds and clean drapes, if needed
- ◇ Clean dirty carpets using steam or heavy duty cleaner
- ◇ Repair faulty light switches and replace all burned out bulbs
- ◇ Oil door hinges, tighten door knobs
- ◇ Give the home an overall cleaning

### Before Buyers Come to Your Home

- ◇ Turn on all lights (even during the day)
- ◇ At night, turn on outside lights
- ◇ Turn on soft music "if possible do not turn on TV
- ◇ Keep heat at 68 degrees
- ◇ Keep pets in separate area; change litter box often
- ◇ Put money and other valuables away and out of sight
- ◇ Keep blinds and doors open
- ◇ Open all doors inside house (except for closets)
- ◇ Light a fire in the fireplace in the fall and winter months
- ◇ On hot days, consider turning down the air conditioner lower than usual

### When an Agent Shows Your Home

- ◇ Consider leaving your home during showings. Buyers feel restrained with an owner present. If home owner is home the buyers will not voice their concerns then their questions cannot get answered
- ◇ Group children around television with volume on low or in a specially designated area if you cannot leave the home.
- ◇ Let the sales associate show and sell your home
- ◇ Don't precede or follow the buyer through your home