



Preparing The Inside of Your Home

Part One:

1. Make sure the front door is in excellent condition, and opens and closes easily. This is the first and last thing buyers notice when entering and leaving your home.
2. Paint rooms that look fingerprinted, worn or faded. Nothing makes a home look newer faster than a fresh coat of paint.
3. Clean dirty carpet. Consider replacing worn or outdated carpet with a new, neutral color carpet. Buyers look favorably on a house with carpet that doesn't need to be replaced right away.
4. Clean every room thoroughly. For most buyers, the house must have that "ready to move into" look. The kitchen and baths, especially, must be spotless!
5. Remember - you are moving. Start packing and storing off site, if possible, personal items you don't need now but will be taking with you.
6. Remove family photos. It is difficult for buyers to imagine your house as theirs, when pictures of your family are everywhere.
7. Remove knick-knacks and collectibles that can be distracting to buyers. You want them to be able to concentrate on the features of the home.
8. Remove excess furniture. That extra love seat and ottoman may have been useful for your family, but may make the room look smaller.
9. Remove kitchen appliances and utensils from the counters. This will give the appearance of more counter and work space.
10. Clean out closets. Take unneeded clothing to the thrift store. Even a small closet will appear larger if the clothing is comfortably spaced.
11. Clean out and organize linen and storage closets to give the appearance of adequate space.

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Part Two:

12. Put out clean towels, new soap, a nice tablecloth. A fresh plate of cookies or a couple burning candles can make your house smell great.
13. If you have a fireplace, make sure it is clean, and andirons and tools are clean or polished.
14. Check all interior doors for squeaking. Lubricate where needed.
15. Fix any dripping faucets. Perhaps only a washer is needed.
16. Replace old caulking around bathtubs. This can be done with one tube of caulking and a putty knife.
17. Organize garage by storing everything against the walls to show maximum space. If it is supposed to be a 2 or 3 car garage, buyers need to see that 2 or 3 cars will fit comfortably.
18. Clean the garage floor, and consider painting it for a better appearance.
19. If you have pets, it is absolutely essential that your house does not smell like you have them. How your house smells is the first thing buyers notice when they come in, and can create either delight or repulsion.
20. Consider having a home inspection company come in to check for hidden defects that will be discovered later on. It is better, and almost always less expensive, to take care of them up front, rather than risk having a sale fall through.
21. Whenever possible, when showing your home, turn on all lights, open drapes, or play music softly in the background.
22. If at all possible, vacate the house when it is being shown. Your presence may make the buyer uncomfortable, and less likely to spend adequate time discovering all the features of the home, and imagining it as theirs.

YOU'VE DONE YOUR BEST – NOW LET YOUR HOUSE SELL ITSELF!

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