



# SHOWCASING YOUR HOME

## Tips to help your home sell.

*Once you've decided to put your home on the market, it's important to take a close look at it from the viewpoint of a prospective buyer. Objectively evaluating each area and then making your home "show ready" can have a major pay-off in terms of the offers it will attract and how soon those offers come in.*

### THE BIG PICTURE

Seven steps to make your home seem larger, more appealing and, therefore, more valuable.

- 1. Keep it uncluttered.** It will be neater and look larger. You want to convey a spacious feeling.
- 2. Keep it clean.** This creates the impression that your home has been well cared for. Fresh paint makes rooms look clean and new.
- 3. Keep it repaired.** Fix it before the buyer inquires about it. The need for repairs can make or break a sale.
- 4. Keep it neutral.** Get rid of distracting colors and personal accessories. Neutral colors and simple decor help someone visualize their own belongings in a room.
- 5. Keep it inviting.** Make your home memorable! Fresh flowers and fresh clean smells make your house more attractive.
- 6. Keep it light and bright.** Open curtains and drapes to let the sunshine in. Turn on the lights so your rooms come to life.
- 7. Showtime!** Make a final check of every room. Put away any toys, clothes, food or other "left out" items.

### THE SMALL DETAILS

With the key steps in mind, take a specific inventory of your home.

#### Outside

- Trim, weed and tidy up lawn and garden
- Clean up pet areas; resod or seed
- Repair screens, windows and doors
- Add fresh mulch under shrubs
- Add potted or hanging flowers to deck or porch

#### In The Kitchen

- Clear away extra small appliances
- Remove stains and items from sink
- Straighten memo areas and remove papers
- Clean and deodorize vent or exhaust hood

#### In The Bathroom

- Clean counters of extra toiletries. Store them out of sight
- Remove stains and mold from sink, tub or shower
- Patch, caulk and grout as needed
- Put out attractive "for-show-only" towels

#### In The Living and Family Rooms

- Rearrange furniture for a more spacious feel. Remove any extra pieces and store
- Spot clean carpets or rugs
- Have neutral paint or wallpaper
- Accent with fresh flowers
- Open the shades and drapes to let in light

#### In The Bedroom

- Straighten up closets. Box and store clothing, shoes, etc., as necessary
- Arrange toys to look appealing
- Add curtains or valances to rooms without them
- Remove attention-getting posters

#### In The Basement or Garage

- Thoroughly clean and deodorize areas where pets sleep or spend time
- Straighten tools and laundry area
- Sweep floors; clean up grease spots
- Get rid of any items you won't be taking with you