

# Preparing Your Home For Sale

## Home Exterior

First impressions are extremely important. Buyers often “drive by” a home and make the decision as to whether they will tour based on what they see on the outside. For this reason:

- Mow the grass; mulch beds and around shrubbery and trees
- Plant flowers; clean leaves and debris from flower beds
- Paint any faded or peeling paint areas
- Wash your front door
- Clean all windows and screens

Even if you can't do these things yourself, spent a few dollars making the exterior of your home appealing. Buyers often point out the homes they are considering to their friends and want to feel proud about what they are buying!

## Home Interior

You must de-clutter your home before it goes on the market. Realistically, everything must go either before you sell or when you move out. By doing so now you will vastly improve your chances of selling your home. Buyers will be able to visualize their own furniture in your house more easily when there is less clutter to distract them. Rent a storage unit for a few months if you are unable to part with things now. If you need help in arranging or staging your home, consult your Realtor. He or she can offer suggestions or direct you to someone who will.

It is also extremely important that your home be very clean. Clean or replace worn carpet, polish the floors, wash the woodwork, scrub your kitchen cabinets and appliances, clean curtains and blinds – and check the furnace filters too.

Organize all closets and storage.

Paint in light colors. By doing so, it will make your home seem larger. This is the reason so many new homes builders paint in white or light colors. Never paint over wallpaper.

Fix everything that is broken. This includes appliances, doorknobs, light switch plates, windows, dripping faucets. Maintenance of these and other household features will create the impression that the entire house is and has always been well cared for.

Once again, if you are unable to do all this by yourself, pay to have it done. Take the time to make your house ready to sell before you put it on the market. History shows that those who first see your home are most likely to want to buy it. But you can count on the fact that they won't come back if they don't see what they like the first time!

