

Preparing Your Property to Sell

Studies have shown that homes with great curb appeal, clean, well maintained, and have pleasing decor sell faster and for more money compared to the ones that do not present well. You may have to invest some time and energy, but is well worth it. Most of these ideas can be done with minimal out of pocket expenses. Here are a few helpful ideas.

Curb Appeal

- ◆ Make sure your lawn is manicured, free of weed and bare spots.
- ◆ Edge the driveway and sidewalks for a clean line, and keep the driveway and walkways swept or hosed clean.
- ◆ Trim all shrubbery, remove dead branches from trees, and remove/replace any old or dying bushes.
- ◆ Thoroughly clean all your outdoor furniture, and touch up paint where needed. Dress your patios/decks up with some fresh flowers now that they are clean and inviting.
- ◆ Keep your front entryway clean and freshly painted. This includes the front porch, pillars, stairs, and door. .
- ◆ Check that house numbers, mailbox and exterior lighting are all in good condition.
- ◆ Thoroughly clean all windows and screens, and re-caulk or repaint where necessary.
- ◆ Stand back at the street and take a good hard critical look at your property. Do the roof, gutters, downspouts, siding, and chimney look good? Would a good cleaning do them wonders?

Garage

- ◆ Buyers need to see that their cars will fit in the space. You may want to rent a storage unit for a few months while your home is for sale and take everything there that you don't need right now.
- ◆ Thoroughly clean the walls, shelves and floor, and repaint where necessary. It's not difficult or expensive, but having a freshly painted garage floor leaves an amazing impression.
- ◆ Ensure the garage door opener is working properly and put some WD40 on a squeaky door. Oh, and make sure the garage door has been thoroughly cleaned and windows washed.

Kitchen

- ◆ To create usable counter space, you may want to put away or pack any appliances like: blender, canisters, rooster, coffee maker and toasters.
- ◆ Sinks, appliances and counter tops should sparkle! They should also be in good working order. Fix any faucet leaks and replace any damaged appliance knobs.
- ◆ If your cabinets are outdated, new hardware may make them look 100-times better. The big-box home stores have a great selection of affordable cabinet knobs. For a small amount of money you can add an 'updated' look to your tired old cabinets.

Bathrooms

- ◆ Thoroughly clean mirrors, glass, chrome and porcelain surfaces. Check the caulking around the tub and shower and replace with fresh caulking where necessary. Any caulking with mold on it has to go.
- ◆ Replace shower curtain and bathroom rug with something fresh and tasteful.
- ◆ Fix any faucet leaks or drips.

Closets

- ◆ Pack away everything that you are not going to need for the next few months. Neatly store in boxes in the basement, or rent a storage facility if you don't have a basement or have a lot of clutter. Remember that closets are never big enough, and the least amount of items that are taking up space, the larger your closets look.
- ◆ Organize your clothes and shoes neatly on bars and racks.
- ◆ Doors and drawers should open and close easily. Make sure all tracks are clean and free of obstacles, and any squeaks are oiled.

Overall

- ◆ Check all the basics around the house especially the doors, windows and cabinets to make sure they don't stick, squeak or are loose, and that all the hardware is in good condition.
- ◆ Apply fresh paint where needed. If a room needs re-painted, use neutral-toned paint to brightened up the space.
- ◆ Carpets, draperies, and furniture should all be professionally cleaned and looking their best.
- ◆ Replace all burned out light bulbs.
- ◆ Clean the fireplace and remove smoke stains from the wall and mantle.
- ◆ Clean your furnace and water heater, and replace furnace filters as needed. All buyers are looking at these things and are impressed by a home that shows good care and maintenance.
- ◆ Does your home smell pleasant? Place diffusers or air fresheners with a pleasant and mild scent around your home