



Getting Your Home in Top Selling Condition

Curb Appeal

- ... Drive up to your home and look at it from afar. Look at it through the eyes of buyers.
- ... Check the shingles – repair or replace damaged shingles.
- ... Clean and repair the gutters.
- ... Clean and repair the HVAC units.
- ... Repair broken windows and shutters. Replace torn screens. Make sure frames and seams have solid caulking.
- ... Repair or replace door knobs, doorbell and light fixtures if necessary.
- ... Remove all toys, equipment and litter.
- ... Remove cobwebs and nests.
- ... Remove mildew, moss and stains from the side of your home – use bleach. Remove stains from the walkways and driveway – use concrete cleanser and/or kitty litter.
- ... Repair and clean patio furniture and deck area. Remove anything that can't be repaired.
- ... Make sure the spa and pool sparkle.
- ... Go around and touch up the exterior of your home with putty and paint.
- ... Clean or paint the front door and mailbox.
- ... Hose off the exterior of your home, especially around entrances. Use siding cleanser.
- ... Wash the windows.
- ... Wash your garbage can and put it in a place where it's not the first thing potential buyers see when they drive up.
- ... Stack the woodpile neatly.
- ... Mow the lawn.
- ... Trim the trees and shrubs.
- ... Weed the gardens.
- ... Add colorful plants or foliage to fill in bare spots.
- ... Refresh flower beds with black mulch.
- ... Edge the gardens and walkways.
- ... Sweep the walkways and driveway.
- ... Replace doormats that are worn and torn.
- ... Shine brass hardware on the doors and light fixtures. Polish stained wood doors and trim.



... Drive up to your home again and look at it from the eyes of a potential buyer. Walk into your home as a potential buyer. Determine what kind of impression the walkways and entrances now make.

Overall Interior

- ... Walk through your home. Store, give away, throw, or donate anything that you won't need until after the move; e.g. furniture, knick-knacks, clothing, toys, equipment, appliances, worn rugs, papers, books, cosmetics, jewelry, games, CDs, etc.
- ... Walk through your home again, this time with some tools. Fix loose door knobs, cracked molding, leaky faucets. Remove cob webs.
- ... Replace worn or broken door knobs, cabinet fixtures, light fixtures, light switches, outlet plates, faucets and vent covers.
- ... Clean the fireplace.
- ... Clean the vents.
- ... Clean and organize your closets. Add extra space by storing or giving away items.
- ... Add a fresh coat of paint in light, neutral colors.
- ... Shampoo the carpet. Replace if necessary. Clean and wax the floors.
- ... Vacuum the window blinds, shades and drapes. Wash or dry clean curtains. Wash all the windows, frames and sills.
- ... Take care of stale or musty odors.
- ... Remove all valuables, such as jewelry, artwork, knick-knacks, medications, cash, coin collection, etc.
- ... Open all the window shades to create a spacious and bright look.
- ... Put pet supplies and dishes in a place where they are not the first thing potential buyers see or smell when they walk into a room.

Living Room and Family Room

- ... Make these rooms spacious and inviting.
- ... Discard or repair chipped furniture. Replace worn rugs and pillows.
- ... Remove magazines, games, toys and clutter.
- ... Make sure the entertainment center sparkles.
- ... Vacuum upholstery, drapes, pillows, etc.

Dining Room

- ... Clean out your china cabinet. Polish any visible silver.
- ... Put a lovely centerpiece on the table.

Bedrooms



- ... Arrange furniture to create a spacious look.
- ... Remove games, toys, magazines, cosmetics, jewelry – especially on the night stands.
- ... Replace bedspreads, quilts and pillow shams if they are worn or faded.

Bathrooms

- ... Remove rust and mildew stains.
- ... Wash or replace shower curtains.
- ... Make sure everything sparkles including grout.
- ... Replace worn rugs and towels.

Kitchen

- ... Make sure all appliances work.
- ... Throw away or eat the foods that you've been storing for so long.
- ... Clean the inside of the refrigerator, stove and cabinets. Make sure everything is organized to create a spacious look.
- ... If your stove has electric burners, purchase new drip pans for each burner. Wash removable knobs in your dishwasher.
- ... Polish the cabinets with furniture oil. Make sure appliances, countertops and the sink sparkle. Install new faucets if necessary.

Attic and Garage

- ... Get rid of unnecessary items. Store or pack items you won't need until after the move.
- ... Organize everything to create more floor space and make inspections easy. Put things on shelves or in matching boxes.
- ... Provide bright lighting.
- ... Clean all equipment and vents. Replace filters.