

Get the Home Ready to Show

With buyers, first impressions count. A small *investment* in *time* and *money* will give your home an edge over other listings in the area when the time comes to show it to a prospective buyer. Here are some suggestions that will help you to get top market value:

General Maintenance

- Repairs make a difference
- Oil Squeaky doors
- Tighten doorknobs
- Replace burned out lights
- Clean and repair windows / screens
- Touch up chipped paint
- Repair cracked plaster
- Repair leaking taps and toilets

Curb Appeal

- Cut lawns
- Trim Shrubs and lawns
- Weed and edge gardens
- Pick up any litter
- Clear walk and driveway of leaves
- Repair gutters and eaves
- Touch up exterior paint

Spic and Span

- Shampoo carpets also known as steam carpet
- Clean washer, dryer, and tubs
- Clean the entire home
- Make sure home is fresh, clean and scrubbed looking

The Buying Atmosphere

- Be absent during showings with a real estate agent
- Turn on all lights
- Light fireplace
- Open drapes in the day time
- Play quiet background music
- Keep pets outdoors
- If you are home when a potential buyer visits, welcome them into a bright cherry home
- Be courteous, but do not force conversation with a potential buyer

The First Impression

- Clean and tidy entrance
- Functional doorbell
- Polish door hardware
- Walks and steps free of snow and ice

The Spacious Look

- Clear stairs and halls
- Clear counters, stove and refrigerator
- Remove unnecessary articles from the attic and basement
- Bathroom and kitchen should sparkle