

GETTING YOUR HOME READY TO SELL

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(ABR, CRS, GRI, SRES)

Before you decide to sell your home, go through the following check list to determine if it is ready to place on the market. Perhaps a little paint here or a little cleaning there will make the difference in getting top dollar or a lower than desired price at the closing table.

1. Does the house exterior or interior need painting? First impressions are lasting impressions.
2. Does the yard need any landscaping to promote curb appeal? Is it mowed?
3. Do all the windows open and close easily? Are all the screens in place and in good shape?
4. Does the carpet need cleaning or replacing? Are the hardwood floors cleaned and waxed?
5. Are there pet odors in the home (always a big turn off for buyers)?
6. Are the rooms cluttered with furniture? If so, store some of it elsewhere to make the rooms look larger.
7. Are all contents in all the closets organized and uncluttered?
8. Are all appliances in good working order?
9. Are the kitchen cabinets organized to look more spacious? Do they need to be touched up or refinished?
10. Is there a Welcome doormat at the front door?
11. Are there items in the house that you do not want to convey with the property? If so, remove and store elsewhere. If you cannot remove them now, make sure your agent knows to relay this information to prospective buyers.
12. Is the garage clean and free of clutter. If there is a workbench, are the tools organized? Are garden tools neatly hung or placed?
13. Consider having a home inspection by a licensed home inspector. Fix as much as possible from the report. Know the condition of your home before it goes on the market and the buyer's inspector makes a visit.