

Your full-time, full-service, award winning real estate broker

Prepare Your Home For Sale

There is a backlog of buyers with searches already set up, waiting for your house to come on the market. If we are priced right & show right & give them a **WOW** impression, they'll want to see it ... they'll LIKE what they see & they'll want to buy it! Taking care to address the items below, in addition to following through on my Stager's requests and allowing us to Stage & Professionally Photograph your home are all a combined effort to help with that "Wow Impression"!

After 3 weeks or so, in today's market, if we haven't received an acceptable offer, it will mean that we are over-priced, since we can't change the location ... the condition will be impeccable ... the only thing that can be "changed" is the price. Let's avoid this!

The Exterior of Your House

1. The Yard

- Cut and Edge the Lawn
- Trim bushes & trees removing all dead limbs and debris
- Add fertilizer/greening agent to lawn and plants
- Remove all weeds from flowerbeds, rocks & cracks in concrete (Weed Be Gone or similar product)
- Install/inspect decorative metal or stone borders between lawn & planting beds
- Clean up rock/mulch beds making sure the rock covers the ground. Add more rock/mulch, if needed.

2. Decks, Patios, Driveways, Porches, & Fences

- Wash driveways & sidewalks
- Patch holes & cracks
- Remove stains
- Replace any broken areas
- Paint and/or stain fences & decks
- Arrange outdoor furniture & firewood neatly.
- Put away all lawn equipment, bikes, & toys.

John L. Scott
REAL ESTATE

Marti Reeder

REALTOR®, Broker, CRS



206-391-0388 | martireeder@johnlscott.com

WWW.MARTI-REALTOR.COM

Prepare Your Home For Sale

3. House

- [] Inspect all exterior elements of home: gutters, downspouts, siding, window sashes, trim & shutters
Clean, paint, and/or replace, as needed
- [] Replace any broken windows, doors, & screens. Make sure they all operate properly
- [] Clean windows & screens thoroughly. This helps brighten the home inside
- [] Roof: Inspect for missing/damaged shingles & flashings. Make any necessary repairs
- [] Clean & touch up paint on the little things: House numbers, mailboxes, doorbells, etc...

4. Front Porch: Extra Attention Needed! This should be very welcoming.

- [] Replace front door, if damaged and cannot be repaired
- [] Paint door & trim
- [] Clean porch area
- [] Put out a new & clean doormat
- [] Install potted/hanging plants, if space permits.
- [] Have a nice porch light. Repaint, clean, or replace. Install high wattage bulbs to make porch brighter.

The Interior of your House

THOROUGHLY CLEAN ENTIRE HOME!

1. Whole House Improvements

- [] Clean windows & screens
- [] Clean curtains, drapes, & blinds
- [] Clean carpets. If pet stains exist, replace carpet & pad
- [] Clean & wax wood floors
- [] Clean vinyl & ceramic floors
- [] Clean, paint, replace all vent covers
- [] Clean, polish, paint/stain wood trim in home
- [] Be sure to remove pet odor & smoke odor when cleaning. Smell is a huge part of what buyers Remember about your home.
- [] Remove wallpaper & borders. (This is a personal taste & buyers see work when they see wallpaper)
- [] Freshly paint home using white, off white or beige paint. This will match the buyers furnishings.
- [] Repair damages to walls & ceilings. Includes: holes, cracks & water stains. Repaint after repair.

MAKE HOUSE LIGHT & BRIGHT!

- [] Clean all lamp shades & covers
- [] Replace bulbs with high wattage bulbs
- [] Clean windows & screens

Prepare Your Home For Sale

2. Closets

- Remove out of season clothing from closets
- Leave only a few items on the floor of closets
- Add extra, empty hangers
- Neatly arrange items on shelving
- Leave extra space on shelves

3. Pay Attention to the Little Things

- Tighten loose door knobs
- Fix any leaky faucets
- Tighten loose towel racks
- Oil any squeaky doors or drawers
- Arrange furniture to give an open feel. Remove any unnecessary or oversized furniture.
- Make sure all switches & outlets are clean & working properly
- Place fresh flower arrangements throughout home
- Make sure all windows open & close without squeaking.
- Hide prescription medication. Theft of these items is rising.

4. Kitchens & Baths

- Thoroughly clean all counter tops, appliances, mirrors, ovens, sinks, toilets, tub & shower walls
- Store small appliances to open up counter space
- Clear off vanity counter tops & store all personal care items neatly
- Clean ventilating hood & exhaust fans
- Remove rust stains
- New knobs on drawers & cabinets make a difference
- Clean & organize drawers, cabinets, & linen closets
- Clean all grout & caulk. (suggest Clorox Beach Pen & Mr. Clean Magic Eraser, or similar product)
- Re-caulk areas that cannot be cleaned.

4. Garage, Basement, Attic & Storage Areas

- Dispose of everything you are not going to move
- Arrange items neatly & clutter free
- Consider painting walls & ceilings white
- Remove stains & dirt from floors
- Paint floors greys
- Organize garden tools & equipment
- Wipe off dirt/cob webs from heater, furnace, washer & dryer
- Cure water problems in basement/crawl space. Seek professional advice, if needed.