

Make a great first impression.

- Front door, does it need to be painted or stained?
- Welcome Mat.
- Yard Work- pull some weeds.
- Make sure grass is watered and green
- Dress up your patio with deck furniture, flowers, pillows, etc.
- Fertilize.
- Plant flowers.
- Sweep or shovel walkways, driveways, patio/deck (salt in the winter).
- Maintain front, back and side yard.
- Place flowers or winter arrangements in winter on your front porch and/or in front of the garage.
- Remove all festive lights and decorations.
- Pay attention to the yard, when a buyer steps out to see the property make sure they don't step in anything.

Kitchen and Bathroom

- Buyers will look at the kitchen and bathrooms with a critical eye. So, if the grout around the sink or the shower needs to be re-caulked, do it!
- Remove magnets and notes from the fridge.
- Remove any unnecessary items from kitchen and bathroom cabinetry.
- Pack up any unnecessary appliances.

Atmosphere

- Remove any furniture that is not absolutely necessary.
- If a room is open, it looks large and adds square footage to the home.
- Lighting is important, fix any broken lighting fixtures.
- Open the curtains and let the sunshine in!
- Turn on all the lights before a showing or open house.
- Look at your walls -- are they clean and bright?
- Has it been years since you painted?
- Neutral walls (not just white) that are clean and have an up-to-date color makes a huge impression.
- Set the stage.
- Make it look as though you are having a dinner party in an hour.
- Make sure you have a center piece and fresh flowers are an inexpensive way to make someone want to sit down and join the party.

Home Inspection

- What year was your house built?
- Do your lights flicker, or breakers or fuses blow?
- Do you have a fuse box or electrical panel?

- Do you have aluminum wiring, or knob and tube?
- What condition is your plumbing in? How old is your furnace?
- How often do you replace your furnace filters?
- Do you have a water softener?
- Is your roof in good condition?
- Are your windows in good condition?
- What condition is your foundation in?
- If you have a deck or patio, what condition are they in?
- Do you have any water problems?
- Have you had problems with mold and mildew?

Packing and Clutter

- Does each room in your house feel spacious?
- Is your house clean from top to bottom?
- Pre-pack all items that you do not need while selling your house
- Pre-pack off-season clothing and items
- Decide where you can store your boxes and extra items
- How does your garage look?
- If your basement is unfinished and used for storage, how does it look?
- Remove all personal and family photos
- Remove all memorabilia
- Pre-pack books and music that do not appeal to a wide range of buyers
- Pre-pack your collections
- Remove and pre-pack any items that could be potentially offensive or disagreeable
- Store away and organize children's toys, games and books
- Empty every closet as much as you can.
- Remove out of season clothes.
- Pack all items that you are not going to use in the next 3 months.
- Be sure to clean/organize bookcases, hutches, built-ins, entertainment centers or any other storage space.
- Buyers will open cabinet doors to see inside, make sure they see space.
- If you have a lot of stuff in the attic, basement or garage now is the time to pack it up or get rid of it; remember you are moving.
- Declutter. Get all personal items that you do not need or use packed and stored, such as photographs and children's art.

Flooring

- What condition is your carpet in?
- What color is the carpet?
- What style is your carpet – Cut pile or Berber?
- Take into consideration the rooms you are carpeting, as this will help determine what style to select. If you need to replace your carpet, do you need to re-do every room?
- If not, select something that will work with the rest of the carpet in the house.

- What style of vinyl flooring do you have?
- Does it need to be replaced?
- Do you have hardwood?
- Does it need to be refinished?
- Do you have hardwood under your carpet?
- Clean the carpets and rugs (this might eliminate any weird odors, too).

Paint

- When was the last time you painted your house?
- Do your walls need to be painted a neutral color?
- If they are already neutral do they need a fresh coat of paint?
- Determine whether or not your house has a warm tone or cool tone before selecting your paint color Do you have wallpaper?
- Remove all wallpaper and paint a neutral color
- Do your doors and trim need a fresh coat of paint?
- Repair any holes or cracks in the walls and ceilings Put a fresh coat of paint on the ceiling to give the entire room a clean look

Odors and Animals

- Check for mold or mildew
- Inspect your smoke and carbon monoxide detectors and replace if needed
- Avoid cooking with strong seasonings and foods that have a lingering smell
- What time of year are you selling?
- Are there going to be any holidays during that time?
- Decorate using items that are simple and nondenominational. Any holiday specific decorations need to be removed immediately after the celebrations.
- Does your house have a good smell or a bad smell?
- Odor eliminating sprays work very well, baking cookies or cakes is a good idea, but a high-end home fragrance is another great alternative.
- Do you have pets? Most owners are immune to the smell of their pets and the odor of their home.
- Remove any signs of the pets (e.g. food and water bowls, toys, litter box, leashes) If your pets must stay in the house, hide any sign of your pet during showings
- Keep the litter box out of sight and cleaned daily
- Pet smarts. If you have pets, contain them.
- Preferably, move them out of the house during open houses.