

We have one **SOLD** home in mind. **YOURS!**

**Getting
Your House
in
Showroom
Condition**



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Getting Your House in Showroom Condition

Preparing Your Home for Sale

Here are a few great tips on creating an atmosphere that will charm buyers and make them want to buy your home. Remember that you'll never get a second chance to make a first impression, and first impressions are what count! Follow these simple tips and create the competitive edge that may help you sell your home more quickly.

Drive-Up Appeal

- ◆ Trim trees and shrubs, clean out flower beds, and invest in a few flats of seasonal flowers. Paint the front door, make sure that the doorbell is working properly, wash the mailbox, keep the porch swept, and get an attractive mat for people to wipe their feet.

Absolute Basics

- ◆ Start by airing out the home. Most people are turned off by even the slightest odor. Odors must be eliminated, especially those caused by dogs and cats, soiled diapers, and/or cigarettes.
- ◆ Wash all the windows, inside and out.
- ◆ If it has been more than a year since the carpets have been cleaned, now is the time to have that done. Bare floors should also be waxed or polished.
- ◆ Put bright light bulbs in every socket made for a bulb. Buyers like bright and cheery rooms.
- ◆ Clean out closets, cabinets, and drawers. Closets should look like they have enough room to hold additional items. Get everything off the floor and don't have shelves piled full to the ceiling.
- ◆ Make sure that rooms are not overcrowded with furniture. Select the pieces that look best and store the rest.
- ◆ Keep the kitchen sparkling clean. Make sure that all appliances are clean at all times. Straighten cupboards that appear cluttered and keep floors gleaming.
- ◆ Bath tubs, showers, and sinks should be freshly caulked. The grout should be clean and in good condition. There should be no leaks in the faucet or pipes.

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A Few More Suggestions

- ◆ If you have limited counter space in the kitchen, keep unnecessary items put away.
- ◆ Keep children's toys out of the front yard, off sidewalks, and away from the front porch.
- ◆ Clean the ashes out of the fireplace.
- ◆ Make sure that any pull-down staircases, such as to an attic, are working correctly. Be sure that there is a light in the attic.
- ◆ If you have a pool, it needs to be sparkling and free of leaves.

For Those Willing to Go the Extra Mile

- ◆ If your house is the least bit dated, change out the wallpaper in the entry, kitchen, or bathrooms and replace outdated light fixtures. These things will greatly add to your home's desirability.
- ◆ Put a fresh coat of paint on interior and/or exterior walls where needed.
- ◆ New appliances in the kitchen can be an exciting feature that can actually make the difference in a buyer choosing your home over another.

Showing Your Home

- ◆ When you leave the house in the morning or during the day, leave it as if you know it is going to be shown.
- ◆ Fill the house with pleasing scents, such as potpourri or simmering pots or candles.
- ◆ Make sure that all the lights are on and window treatments are open.
- ◆ Turn off the television.
- ◆ Keep pets out of the way—preferably out of the house. Many people are uncomfortable around animals and may even be allergic to them.
- ◆ Leave your premises. Take a short break while your home is being shown. Buyers are intimidated when sellers are present and tend to hurry through the house. Let the buyers be at ease, and let the agents do their job.

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When Last-Minute Showings Happen

Preparing Your House on a Moment's Notice

Follow these quick tips to ready your home for its best showing when you have 30 or fewer minutes' notice.

Start where the potential buyers will start:

- ☑ Make sure that the front door presents well. Sweep steps, if needed.
- ☑ Pick up any out-of-place objects and store them away quickly.

Head inside:

- ☑ Open window treatments and turn on lights.
- ☑ Put any dirty dishes into the dishwasher.
- ☑ Make the beds.
- ☑ Put any dirty laundry inside the washing machine.

If you still have time:

- ☑ Run a quick vacuum and/or sweeper to give carpets and floors a fresh look.
- ☑ Wipe down counters and tabletops.
- ☑ Warm some vanilla on the stove to give the house a welcoming scent.

While we would all like to have our houses in showroom condition 24 hours a day, we also know that we live in them. Do your best to present your house in its best light AND make sure that every potential buyer has an opportunity to view it—accommodate all showings possible.



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