

## PREPARING YOUR HOME FOR SHOWING

You don't get a second chance to make a good first impression. Consider this; 2 identical cars are for sale. One is clean as a whistle, polished to a "like new" condition, the other is dirty, soiled seats etc. Which one will sell quicker? Which one will probably sell for more money and will receive multiple "bids" Below is a checklist to help you polish your home....It's worth it!

### FIRST IMPRESSIONS The Drive Up

- House exterior in good repair
- House number easy to see
- Eavestroughs, down spouts and soffits painted and in good repair
- Garage/Carport clean and dry
- Cracked or broken window panes replaced
- Windows washed

#### (SEASONAL)

- Lawns cut and raked; hedges and shrubs trimmed; gardens and walkways weeded and edged
- Leaves raked; walks swept; decks and patios cleared of leaves and debris
- Snow and ice cleared; walkways sanded or salted

### GARAGE

- Seasonal equipment properly organized
- Garage door clean/repainted
- Ensure the door operates smoothly
- Remove cob-webs

### AT THE FRONT DOOR

- Door easy to unlock
- Doorbell works
- Door hardware in good repair
- Porch and foyer clean and dry
- No shoes/boots lying about

### BATHROOMS

- Mirrors, fixtures and taps cleaned and polished
- Leaky taps and toilets repaired
- Seals around tubs and basins in good repair/Re-caulked if necessary
- Floors cleaned, waste containers emptied
- Flush and close toilets
- Inside of cupboards and cabinets clean and neat and de-cluttered
- Towels clean and matching
- Clutter put away-better yet pack it away – you are moving

### INTERIOR MAINTENANCE

- Cracked plaster repaired/Drywall repaired
- Chipped paint touched up/walls washed if soiled
- Door knobs and cupboard latches tight
- Furnace & Hot water heater wiped down and cleaned
- Burned out light bulbs replaced
- Squeaky doors oiled
- Clean, dust and polish
- Organize closets & pack away last seasons clothes

### KITCHEN

- Sinks and taps cleaned and polished, no dirty dishes or place in the dishwasher or oven if necessary
- Appliances cleaned & polished
- Countertops cleared off as much as possible
- Position the microwave as not to clutter the countertop
- Stove fan cleaned and replace filter
- Kitchen/dining table set to reflect the lifestyle
- Inside and outside cupboards and cabinets clean and neat
- Pack the Tupperware cupboard
- Small appliances put away
- Pack pots and pans that you are not using
- Clutter put away

### BASEMENT

- 60 – 100 watt light bulbs in all light fixtures
- Floor clean/painted
- Furnace polished, filter replaced and ductwork cleaned
- Storage area neat and tidy – Remove all junk
- Electrical panel cleared
- Cobwebs swept from floor joists
- Windows and Walls cleaned
- Leave a copy of the utility bills out for viewing.

**Remember – you never get a second chance to make a good first impression!**  
**Great first impressions help create great offers**

### BEDROOMS

- Cleaned, painted if required
- Closets organized, clean
- Beds made

Clutter put away, better yet...pack it

### VALUABLES

- Valuables locked safely away or taken with you, (out of sight, out of mind)
- Move valuables from top drawer of your bureau or chest of drawers

### HELP THE SALES PEOPLE SELL YOUR HOME

- Turn on all lights
- Open drapes in the daytime, close them at night
- Air conditioner turned on in warm weather
- Fireplace lit in cooler weather
- Hall and stairs cleared of all clutter
- Turn off the TV and play background music quietly (soft rock)
- Carpets freshly vacuumed and all Hardwood polished
- No cooking/smoking odors
- heat some frozen pastry slowly in the oven or heat a pan on the stove and then drop in a few drops of vanilla
- Children, pets and adults can keep buyers from feeling at ease while they look through a home. For showings, please be out of the house if possible.
- Store unneeded items offsite
- Help make your closet cupboard room
- Empty and clean all garbage containers
- Fresh cut flowers

The most important thing you can do in a showing to help sell your home is to leave, even if the agent insists that it is ok to stay. Buyers must get emotionally committed to your home to buy it and they can not become emotional about "their new home" if you, the current owners are "hanging around."