



## **PREPARING YOUR HOME TO SELL**

1. De-Clutter
  - a. Weed and trim the shrubs. Make sure mulch is fresh.
  - b. Clean out closets.
  - c. Clear kitchen of dishes on counters & in drainer. De-clutter countertops of small appliances.
  - d. Clear bathroom countertops.
  - e. Clear clutter from dresser tops and remove any extra furniture to make the space seem larger.
  - f. Organize children's play areas and store some toys.
  - g. Collectibles are sometimes distracting. Store them for safe-keeping.
  - h. Clean out basement/garage/attic.
  - i. Keep laundry area neat & tidy.
  - j. Keep deck or backyard clean.
2. Clean
  - a. Clean inside & outside.
  - b. Make kitchen and bathrooms sparkle.
  - c. Clean & deodorize pet areas
  - d. Make sure deck furniture is ready to be used.
3. Repair
  - a. Take a walk through and make a list of all needed repairs.
  - b. Make sure all repairs have been completed.
4. Neutralizing
  - a. Update with neutral colors
  - b. Remove dated or bold wallpaper and paint with neutral colors.
  - c. Replace burned-out light bulbs.
  - d. Keep refrigerator artwork & photos neat.
5. Staging
  - a. Think about the model-home concept.
  - b. Arrange furniture to balance the room.
  - c. Add color with accessories on kitchen counters.
  - d. Make sure hanging towels are fresh and match the décor.
  - e. Add pillows on the beds for a punch of panache and color.
  - f. Place scented soaps or candles in bathrooms for a fresh feeling.
  - g. Add a centerpiece to the dining room table.

6. BEFORE THE SHOWING:

- a. Furniture dusted and floors vacuumed!
- b. Beds made!
- c. Clutter put away!
- d. Dirty clothes out of sight!
- e. Lawn mowed and flowers freshened!
- f. Take pets away during showings if possible!
- g. Put away valuables (jewelry, personal papers, etc) in a safe place!
- h. Open window blinds and turn on lamps!
- i. Turn on soft music!

**SHOWTIME!!!**

Learn more about buying or selling a home at [SharonSink.com](http://SharonSink.com)