

Selling Real Estate



WHAT TO EXPECT WHEN SELLING REAL ESTATE

Showing Your Property At Its Best

First impressions, as the saying goes, last forever. It is vital, then, to make sure that everything possible has been done to enhance the qualities of your home before it is shown to prospective buyers. Depending on its condition, this may require more or less work ... in any case, you can be certain that it will prove beneficial.

Here is a list of common things to consider that help potential buyers to visualize themselves in your home — your sales associate will develop a list specific to your property:

Exterior

- Keep driveways and walkways clean and free of clutter.
- Lawns and landscaping should be trimmed and groomed regularly
- Pay particular attention to the front door, repainting or staining if needed
- Clean the exteriors of glass doors
- Touch-up or repaint exterior trim and siding where necessary
- Check fences for loose posts and hardware

Interior - General

- Clean all windows, paying particular attention to those with views
- Keep window treatments and shades open as much as possible
- Check light bulbs — use the highest possible safe wattage in each fixture
- Have carpets cleaned and wood floors polished
- Remove excess furniture (place in storage if need be)
- Carefully clean any pet stains — remove odors as thoroughly as possible
- Make sure that all beds are made
- Clear children's bedrooms of clutter and loose toys
- Organize and clean closets
- Paint rooms and hallways in bright, neutral colors
- Touch-up or repaint trim as needed
- Organize garages and basements
- Fix little things — loose hinges and doorknobs, torn screens, cracked windows, leaky faucets

Interior - Kitchen and Bathrooms

- Remove magnets and pictures from the refrigerator
- Clear kitchen counter tops of clutter
- Clean kitchen appliances thoroughly inside and out

- Clean and organize cabinets
- Check and repair caulking around bathtubs, showers, sinks, tile
- Clean and polish bathroom fixtures