

## Let's Get Ready to Sell! A Checklist to Prepare Your Home for the Market



Become a *certified* **WISE HOME** by the following:

- W** Offer a **HOME WARRANTY** to the buyer
- I** Have the home pre-**INSPECTED** both a general and a termite inspection
- S** **STAGE** your home yourself or have a member of Kay's "A" team help
- E** Have your home **EVALUATED** by a reputable appraiser for a true and current market value
- R** Get **REPAIRS** done now.

**Landscaping** : Make sure your landscaped areas are neat, well trimmed and clean. A freshening up by a professional landscape service will maximize curb appeal. Make sure the pool is sparkling clean and if applicable, program the water feature to be on from 10-6pm daily. Check landscape lighting, replace burnt bulbs. Make sure the lighting program is accurate with current sunset time.

**Exterior Appeal:** Carefully evaluate whether or not the exterior of your home needs touch up painting, including trim and front door. Does the front door hardware need to be replaced? Does the key in the lock work easily? Does the doorbell work? And don't forget to "dress" up the front entry with seasonal decorations, or fresh plants and make sure the front walkway is routinely swept and kept clean.

**Fresh Smell:** Freshen the aroma in your house. Keep kitty boxes extra clean and dog beds washed. Try using some of the newest air fresheners on the market. Air the home regularly to monitor strong food smells or similar odors.

**Make it Clean!** Prior to going on the market, get the home, including carpets and windows, professionally cleaned and complete as many repairs as possible that may be revealed in a home inspection.

**De-Clutter:** Clean and organize closets. Pack up whatever you think is unnecessary for now. Avoid any clutter of any nature. Remove excess furniture, keep counters and table tops clear and consider packing up family photographs.

**Kitchen Shine:** Make the kitchen shine. Clean the oven, cooktop and replace drip pans if necessary. Clean out the refrigerator and pantry and try to keep it that way. Make sure that dirty dishes are not left in the sink, counters are wiped and floors sparkling cleaned.

**Bathrooms Sparkle:** Maintain "Clorox" bathrooms. If necessary, caulk around tubs and showers, and grout tile.

**Tidy Up:** Keep newspapers, magazines and other day to day clutter to a minimum. Create a special, out of the way place for the mail and other "to do" business. Keep beds and fresh towels in the bathroom along with fresh soaps.

**Special Touches:** Make fresh flowers a part of your grocery list on Friday.

**Show Time:** Turn on the lights (use bright bulbs) and open up blinds to make your home inviting, warm and welcoming.

Make sure ceiling fans are operable, turned on low and not clattering. Keep the TV off and some comfortable music on and try to make yourself scarce. If you have to be home, try to be invisible, take a short walk or go outside. It is very challenging for agents to time showings perfectly so, if you would like, you can stay at home until the appointment arrives and leaves.