

Here are a few tips we recommend our sellers in prepping their home for sale: Not all of these have to be done. just a general guide a to get seller's thinking on how best to get their home ready for photos/showings.

Also, it's pretty common place that most buyers will request a home warranty, paid for by seller in an offer. I work with a home warranty company, www.2-10.com that can put a warranty in place at the start of the listing which will protect/cover you if any repairs are needed as a result of any problems/issues occur with your covered appliances/mechanics while on market and then is transferable to buyer at closing. Which then they have peace of mind with a home warranty paid for by seller for first 12 months. there's no upfront cost. its a \$485 cost at closing on settlement statement. but, again buyers ask for these anyway. so, might as well get coverage for yourself while listed and can be useful at time of inspections if buyer ask for a repair that is covered by the warranty. I just recommend getting your HVAC serviced (which most HVAC companies will do for around \$75-90) which provides proof and ensures that your furnace & A/C are in good proper working order.

De-Personalize

Pack up those personal photographs and family heirlooms. Buyers can't see past personal artifacts, and you don't want them to be distracted. You want buyers to imagine their own photos on the walls, and they can't do that if yours are there! You don't want to make any buyer ask, "I wonder what kind of people live in this home?" You want buyers to say, "I can see myself living here."

De-Clutter is the number one priority

People collect an amazing quantity of junk. Consider this: if you haven't used it in over a year, you probably don't need it. You're getting ready to move anyway. So, its great time when prepping a home for sale to start packing stuff away and or purging/getting rid of things you no longer need.

- If you don't need it, why not donate it or throw it away?
- Remove all books from bookcases.
- Pack up those knickknacks.
- Clean off everything on kitchen counters.
- Put essential items used daily in a small box that can be stored in a closet when not in use.
- Think of this process as a head-start on the packing you will eventually need to do anyway.

Make Minor Repairs

In some seller's markets, for example, you can maybe get away with selling a home in its present condition without much complaint. In normal markets or buyer's markets, repairs can make or break your sale.

- Replace cracked floor or counter tiles.
- Patch holes in walls.
- Fix leaky faucets.
- Fix doors that don't close properly and kitchen drawers that jam.
- Consider painting your walls neutral colors, especially if you have grown accustomed to purple or pink walls.
- (Don't give buyers any reason to remember your home as "the house with the orange bathroom.")
- Replace burned-out light bulbs.
- If you've considered replacing a worn bedspread, do so now!
- consider minor lighting/plumbing fixture updates/replacements. The gold/brass colored doorknobs from the 80's/90's are no longer "in"

Make the House Sparkle!

Cleaning your home should go beyond the usual weekly or day-to-day cleaning job. This could take all day to complete, and you might want to hire assistance.

- Wash windows inside and out.

- Rent a pressure washer and spray down sidewalks and exterior. If there are stains of moss/mildew on roof and or siding can hire companies to pressure/exterior wash, as well.
- Clean out cobwebs.
- Re-caulk tubs, showers and sinks.
- Polish chrome faucets and mirrors.
- Clean out the refrigerator.
- Vacuum/clean carpets
- Wax floors.
- Dust furniture, ceiling fan blades and light fixtures.
- Bleach dingy grout.
- Replace worn rugs.
- Hang up fresh towels.
- Bathroom towels look great fastened with ribbon and bows.
- Clean and air out any musty smelling areas. Odors are a no-no.

Scrutinize Curb Appeal

If a buyer won't get out of her agent's car because she doesn't like the exterior of your home, you'll never get her inside.

- Go outside and open your front door. Stand there. Do you want to go inside? Does the house welcome you?
- Linger in the doorway of every single room and imagine how your house will look to a buyer.
- Examine carefully how furniture is arranged and move pieces around until it makes sense.
- Make sure window coverings hang level.
- Tune in to the room's statement and its emotional pull. Does it have impact and pizzazz?
- Does it look like nobody lives in this house?
- Keep the sidewalks cleared.
- Mow/edge the lawn.
- Paint faded window trim.
- Plant yellow flowers or group flower pots together. Yellow evokes a buying emotion. Marigolds are inexpensive.
- Trim your bushes.
- Make sure visitors can clearly read your house number.