

master bedroom

- 65. Invest in a fresh, new bedspread, if necessary.
- 66. Clear off bedside tables and chests except for a very few items.
- 67. Store extra books and magazines under the bed.
- 68. Reduce the number of photos on tables and chests to a minimum.

other bedrooms

- 69. In children's rooms take down all the posters except for one favorite over the bed. Repair nail holes and paint walls, if needed, to look clean and fresh.
- 70. Remove clutter—move furniture out to make it easier for buyers to appreciate the room size.
- 71. Clean off little finger prints
- 72. If wall colors are dramatic, consider painting them to a more neutral tone.

bathrooms

- 73. Clear off counters. Reduce toiletries down to a decorative few and consolidate them on a tray or decorative basket. Put everything else in drawers or cabinets.
- 74. Replace bar soap with liquid soap in a nice dispenser.
- 75. Coordinate all towels with one or two colors. Fold in thirds and hang neatly every day. New towels can be purchased very inexpensively and it's important to display matching sets. Try to buy some that you will want to use in your new home.
- 76. Clear everything out of the shower and tub except for one bottle of liquid soap and one bottle of shampoo.
- 77. Clean or replace the shower curtain. Keep shower curtains drawn at all times.
- 78. Cracking and paint peeling around showers and tubs is common. Repair, paint, and caulk, as needed.
- 79. Apply a new bead of silicon caulking around the edges of the tub and shower basin to make them look neat and clean.
- 80. Remove all cloth toilet lid covers.
- 81. Scatter rugs around the sink, toilet, and shower make the room look small. Use one large rug in the center of the bathroom.
- 82. Hide all cleaning supplies and garbage can under the sink or out of sight.

closet

- 83. Make sure closets are kept neat and orderly so prospective buyers can appreciate the closet size.

garage or carport

- 84. Air out basements as much as possible.
- 85. Keep basement neat and orderly and not overly stuffed with things.
- 86. Carports have to be completely cleaned out. Everything!
- 87. Sweep out and organize the garage.
- 88. Move boats and RV's to a storage facility or a friend's in another neighborhood.
- 89. Furnaces need routine maintenance once per year. If it's been serviced in the past year, make sure the date of service is noted on the sticker attached to the furnace has the date serviced posted on. If needed, have a service done before putting your home on the market.

"Larry staged our home which made it look great for showing. He spared us the cost of hiring a staging specialist and I believe my home sold for more than it would have had it not been staged. He's great to work with I know I'll never hire any other real estate agent but Larry, in the future." Paul and Diane Sartell

Investing in sprucing up your home will give you one of the quickest returns on your money. If you spend \$3000 on improvements and sell your home in 90 days for \$5000 more than you would have had you not made the improvements, that's a \$2000 profit in 90 days.

89

things to do

to prepare your home for sale



 **Top Floor** real estate

(425) 313.9090

You can't sell it if you can't see it.
Buyers only know what they see, not how it's going to be.

the outside

Stand across the street and look at your home from a potential buyer's view point.

1. Make sure the front door and trim look great. Repainting these items make the house look crisp and in good condition.
2. Clean all debris and moss from roof and gutters.
3. Repair broken fences.
4. Trim plants. Mature plants are usually overgrown and need trimming anyway. Shrubs should be cut back to window height. Remember, "you can't sell it, if you can't see it."
5. Keep the lawn trimmed and edged.
6. Weed the flower beds and apply fresh beauty bark.
7. Clean the street in front of your home and one home on each side of your property.
8. Oil gate hinges so they open and close easily and quietly.
9. Make sure the front porch is fresh and clean.
10. Hose down the outside of your home to eliminate dust and cobwebs.
11. Buy items that will enhance the house for showing that you can take with you – a new welcome mat, big potted plants, and pots of geraniums for the patio or deck.
12. Move children's toys to the garage or backyard.
13. Pressure-clean or sweep driveway and walkways.
14. Remove extra items from the side and backyard, such as tools and piles of lumber.
15. Pressure wash and stain or paint decks, if needed.
16. Reduce clutter on and around the patio, deck, and yard. Get rid of old flower pots, BBQ's, toys, and miscellaneous items.
17. If you have outdoor furniture, create one simple 'room setting' of clean patio furniture to show buyers that space is useful.
18. Trim hedges and trees to make your yard look well-maintained.
19. If your home has crawl space, check for water or signs of past water, and if you find any, call me to discuss.



the inside

20. Repair broken items. This will show that the home is well taken care of. In most cases, buyers will ask for them to be repaired anyway.
21. Paint where necessary. Make sure all walls, ceilings, and baseboards are clean.
22. Clean windows and screens inside and outside. If window seal is broken on a double pane, replace it now.
23. Replace burned out light bulbs and brighten rooms with more powerful bulbs
24. Lubricate doors and windows to open freely and without squeaking.
25. Repair squeaky floors, if possible.
26. Repair/replace light and outlet switches and plate covers.
27. Repair faucet drips.
28. Repair cracked walls or ceilings.
29. Clean fireplaces and glass doors. Place logs inside.
30. Have the carpets cleaned right before your home goes on the market.
31. Clean heating elements.
32. Clean blinds and drapes.

- Remove approximately 50% of your belongings. You have to pack anyway, why not start now!
- Hold a garage sale on a Friday and Saturday. You'll be surprised that Fridays draw large crowds.
- The better your house shows, the quicker it sells — and at a higher price.

general

33. Straighten up closets and hallway storage. Buyers can't see the space of a closet if it is full and unorganized.
34. Clean lighting fixtures.
35. Pack up all valuable items. If necessary, take them to a safe deposit box.
36. Put prescription medicines away.
37. Take a hard look at those houseplants. In most cases, they need to be pruned and/or removed so the number of plants is reduced to create more space.
38. Reduce the number of books on bookshelves.
39. Reduce the number of family pictures on shelves, pianos, and tables.
40. Reduce the number of wall hung photos and paintings in every room to one large piece on a wall or a small group of three. Make sure they are hung at eye level.
41. Don't be afraid to move furniture from room to room. The extra chair in the living room or dining room may just look great in the master bedroom.
42. Pack up all collections. They become a distraction for buyers from the desired focal point – your home.
43. Pack up and remove small trinkets and souvenirs.

dining room

47. Remove clutter from china cabinet/buffet.
48. Keep a nice decorative item on the table. If it has a glass top, make sure it is kept clean and free of dust and fingerprints.
49. Clean and polish the chandelier and make sure all the bulbs are working.
50. Remove extra leaves from the table and extra dining chairs to make the room look larger.

kitchen

51. Clean the oven, range, ventilating hood and fan, and all other appliances. Replace burner pans, if needed.
52. Clear off the counters, leaving only a very few items that you have to use on a daily basis.
53. Leave out a few decorative items like a bowl with fruit or a nice basket.
54. Repair any tile or Formica countertops and edges that have been damaged or have come unglued
55. Clean tile grout.
56. Remove all magnets, photos, children's drawings, etc. from the front of the refrigerator.
57. Make sure the drawers are clean and slide easily.
58. Organize and clean the pantry.
59. Polish and shine cabinet hardware
60. Keep all soaps, towels, scouring pads, and cleaning supplies out of sight under the sink.
61. Remove extra kitchen scatter rugs. Too many rugs make the room look smaller.
62. Empty the garbage regularly to prevent kitchen odors.
63. Move dog and cat dishes out of the way of buyers touring your home.
64. Consider keeping fresh flowers on an island or table.

living room

44. Move furniture away from the windows to give the room a spacious and airy feel
45. Remove nearly everything from shelves and coffee table. Leave just a few decorative items.
46. Clean lampshades, if needed.



The way you live in your home and the way you live in your home when it is on the market are two different things.