

## **GET READY TO SHOW CHECKLIST**

It is time now to look objectively and unemotionally at your home. Look at it no longer as your home, but as a product to be marketed. Be aware of what you can and cannot change about your home. This knowledge will allow you to concentrate on those items where change will bring the highest rewards.

### **Enhance Curb Appeal**

The first thing a potential buyer sees is your home from the street - the first impression is called "curb appeal". Enhancing curb appeal helps to get buyers into your home. Buyers may not have a vision - so help them. Present your home dressed its best! Here are some minor investments which may have some major returns.

Take care to:

- Remove any junk or clutter from the yard.
- Have a clean, crisp lawn (a bit of fertilizer makes for a greener lawn). Weeds should be removed, and trimming should be down regularly. It is important for this to be kept up.
- Trim shrubbery and hedges. Also remove any tree limbs hanging over the roof.
- Remove any old plants or unsightly structures, and have the grass replaced if needed.
- Fill in dirt under large shade trees and add groundcover or shade tolerant plants.
- Clean and update landscaping beds.
- Wash decks and porches and make sure they are stained or painted. Keep patio furniture in great condition.
- Repaint the house if necessary, otherwise have the worst areas touched up.
- If the home is sided have it power-washed.
- Clean and paint or stain your front and garage doors.
- Replace any missing shingles on the roof.
- Check to be sure landscaping bricks are all in place. These can easily be knocked out of line during lawn maintenance and make a big difference in your homes curb appearance.
- All exterior lights should be operational, and replaced if they are dated.
- Exterior windows should be clean and operational.
- Clean out gutters and downspouts.

### **Enhancing Your Home's Interior**

Take care to address these issues throughout your home in order to present it at its best.

**Paint** - When it comes to preparing a house, fresh paint gives you the best return

for money spent.

**Flooring** – At the very least, all carpeting needs to be steam cleaned. Any worn, stained or foul smelling carpet should be replaced. Any flooring that is cracked or damaged should be replaced, if possible.

**Clutter** – If something is not necessary for your day-to-day life, box it up and store it or throw it out! Remember, you are committing to the move so anything you eliminate now helps your home show better and also means less work later.

**Closets** – Closets need to be neat, clean, and organized.

**Cleaning** – The cleaner, the better. Dusting, washing, waxing, and polishing everything will always make a good impression. A home should smell clean, but not like cleaning solutions. Light scents can be nice.

**Lights** – Clean the fixtures and make sure the bulbs work.

**Windows** – Replace any cracked windows.

#### **Entryway :**

- Clean and polish everything.
- Make sure it is well lit.
- Make sure it is clutter free.

#### **Bedrooms:**

- Arrange the furniture for the flow of traffic, in a way that best opens up the room.
- Make sure the bedrooms are clutter free.

#### **Living Room/Family Room/Den:**

- Arrange the furniture for the flow of traffic and to give the illusion of space.
- Remove ashes from fireplaces and woodstoves and clean if necessary.
- Make sure all light switches work.
- Clean the drapes.
- Polish/ mop the floors.

#### **Storage Areas:**

#### **Kitchens (under close scrutiny):**

- Clean the exterior of all appliances, including the stove hood filter.
- Clean counter tops and cabinet faces: the shinier, the better.
- Counter tops should be clutter free.
- Remove magnets and messages from the front of the refrigerator.
- Clean the floor and consider replacing it if it is worn.
- If you have ceramic tile, make sure the grout is clean and white.

#### **Bathrooms (also extremely important):**

- If faucets drip, repair or replace them.
- Remove stains from all fixtures.
- Make sure all lights have the highest wattage that is safe for each fixture.
- Put out fresh, clean towels.
- Check ceramic tile, make sure the grout is clean.
- Remove any mildew.

- Basement, Garage, Attic.
- Remove all junk and clutter.
- If the basement is damp or musty, try a dehumidifier.
- Make sure these areas are well lit.
- Make sure drains are clog free.
- Shower doors should sparkle.

### **Before Each Showing**

Most of the time you will be given at least a couple of hours notice before showing your home. Before each showing, take a few minutes to add these small but important finishing touches. Your home will then put its best foot forward!

**Light and Bright** – Whether day or night, a lit house gives a “welcome home” impression. So turn on all the lights, indoor and outdoor. Open all curtains, shutters, and blinds to let in maximum light. Your home looks more cheerful and it also prevents harsh shadows.

**Out of Sight** – Prospective buyers may feel like intruders if you are home during a showing. Allow us the opportunity to speak freely with buyers and emphasize your home’s best features. If possible, it is always best to leave so that the prospect can imagine themselves as the owner of your home. If you cannot leave, try to remain out of sight and do not accompany the buyers from room to room.

**The Scent of Success** – Scented sprays are too obvious and may be found offensive. For a pleasing fragrance, add a few drops of vanilla extract on a stove burner or boil water and add some cinnamon. Refrigerator cookies are quick and easy to bake, as well as lighting a scented candle prior to a showing. Both will make your home more attractive.

**Waste Not** – Empty the trash in the kitchen and any other waste baskets before a showing. Garbage does not send a positive message, even in small amounts (that goes for dirty diapers, pet litter, and etc. too).

**Comfort Counts**– Make sure the thermostat is set such that the house is at a comfortable temperature. Turn off the television and turn soft, melodious music on.

**Pets** – It is best to try and take your pets with you while your home is being shown. If that is not possible, at least keep them outside or in a cage temporarily. Animals definitely can put a damper on a showing. Dogs especially!

**Holiday Decorations**- If it’s the holidays, feel free to decorate the home! This will make it appear warm and inviting, and potential buyers will feel more at home.

**Walkways-** Should be swept and free of snow or ice during winter.

**Garage Doors-** Make sure you shut them when you leave.