



TIPS ON PREPARING YOUR HOUSE FOR SALE

1. **FIRST IMPRESSIONS ARE IMPORTANT!** Remember, when a prospect comes to look at your house, the first thing he will see is your home's front door! Be sure that it is fresh, and clean. Be sure your lawn and landscaping are well manicured and trim looking. Be sure your yard is free of refuse and leaves. If it snowed, be certain that you've removed the ice and snow from the walk and steps.
2. **WHAT YOU SHOW IS WHAT YOU GET!** Faded walls and worn woodwork will reduce the appeal of your home. Why try to tell a prospect how your home could look... when you can show him by a reasonable amount of redecoration? A quicker sale at a higher price will result. Invest in a fresh coat of paint in the kitchen or bathroom. It will pay dividends for you.
3. **LET THE SUN SHINE IN.** Open those drapes and curtains all the way, so the prospect can see how bright and cheerful your home is.
4. **FIX THAT LEAKY FAUCET.** Dripping water discolours sinks and suggests faulty or worn-out plumbing.
5. **LITTLE THINGS MEAN A LOT.** Take a few minutes to check to be sure that your doors don't stick or have loose knobs on them. Don't forget your windows and cabinet drawers. Get all those minor flaws fixed since they detract from your home's value.
6. **SAFETY FIRST AND ALWAYS!** Keep stairways clear and clean since this will avoid injuries around your home, as well as avoid distraction.
7. **FROM TOP TO BOTTOM!** Display your attic, basement, and other utility space (including crawl spaces) by removing all unnecessary articles. A coat of paint can do wonders if your basement is dark and dreary.
8. **BIG CLOSETS!** Make them look bigger by having them neat and well organized to show that your home has ample closet space.
9. **BATHROOMS SELL HOMES!** Make these rooms sparkle! Check and repair any damaged or discoloured caulking in the bathtubs and showers, and be sure that the towels and area rugs are bright. Department stores have inexpensive towel sets that compliment any decor.
10. **BEDROOMS SHOULDN'T SLEEP!** Keep these rooms bright and cheerful. Remove any excess furniture and be sure to use attractive and colourful bedspreads and fresh curtains.
11. **REMOVE CLUTTER.** Pack away all that "stuff" on top of furniture, counters etc, that you have got used to having around.
12. **SHINE ON!** Your home's illumination can be a "welcome" sign to that prospective buyer! Turn on all of your outside and inside lights when showing your home at night and he'll feel a glowing warmth.