

PREPARING YOUR HOME FOR SHOWINGS

First impressions really count with homebuyers. A small investment in time and effort can provide a BIG advantage when salespeople show your home to prospective buyers. It will maximize your financial return and reduce the number of days on the market.

FIRST IMPRESSIONS/GENERAL

- House exterior in good repair
- House number easy to see
- Eaves troughs, down spouts and soffits painted and in good repair
- Garage/Carport clean and tidy
- Cracked or broken window panes replaced
- Clean pool and accessories
- Put away hoses and garden tools

FIRST IMPRESSIONS

Depending on the season:

- Lawns cut and raked; hedges and shrubs trimmed; gardens weeded and edged
- Leaves raked; walks swept; decks and patios cleared of leaves and debris

- Snow and ice cleared; walkways sanded or salted

AT THE FRONT DOOR

- A fresh welcome mat
- An attractive door decoration
- Doorbell works, window sparkles, light fixture is clean
- Door hardware in good repair, handle and any brass freshly polished
- Porch and foyer clean and tidy
- Planters enhance the entrance

INTERIOR MAINTENANCE

- Cracked plaster repaired
- Chipped paint touched up
- Door knobs and cupboard latches tight
- Furnace wiped down and cleaned
- Burned out light bulbs replaced
- Squeaky doors oiled

BATHROOMS

- Mirrors, fixtures & taps cleaned and polished
- Leaky taps and toilets repaired
- Seals around tubs and basins in good repair
- Floors cleaned, waste containers emptied
- Inside of cupboards and cabinets clean and neat
- Towels clean and matching
- Fresh shower curtain or liner

- Clutter put away, bathroom scale and toilet brush holder out of sight

KITCHEN

- Sinks & taps cleaned and polished
- Appliances cleaned
- Countertops clear and polished
- Inside of cupboards & cabinets clean and neat
- Small appliances put away
- Clutter put away, refrigerators should be free of artwork and magnets

REMOVAL of SENSITIVE/ OFFENSIVE ITEMS

- Animals have a definite negative impact on showings and should be absent
- Medication, even vitamins should be placed out of sight
- Plungers best in the garage or the back of the closet. This applies also to Liquid Plumber, ant traps and bug sprays
- Guns should not be evident, erotic art is best taken off display, as is sexually explicit literature etc.
- Religious articles kept at a minimum

CREATING a BUYING ATMOSPHERE

- All lights turned on
- Air conditioner turned on in warm weather
- Fireplace lit in cooler weather
- Closets neat and tidy, paperback books packed
- Hall and stairs cleared of clutter
- Drapes opened during daylight
- Background music played quietly
- Carpets freshly vacuumed
- Traffic flow: Allow for three people to comfortably access the space, a realtor and 2 clients. Rearrange any pieces of furniture that encroach on a doorway or block a room.

VALUABLES

- Valuables locked safely away or taken with you, objects of art or figurines situated safely out of reach or locked away