

## Getting Ready to Show Your Home

First impressions are everything when you are selling your home. When a buyer is ready to view your home, their agent will schedule a Showing. You will then be notified so that you can get your home “show-ready” and leave the house while they look. There are many things you need to consider during this process.

1. Curb Appeal (Most buyers drive by the home before scheduling a showing)
  - a. Lawn neat and green
  - b. Appropriate landscaping for your neighborhood
  - c. Keep hedges, bushes, and trees trimmed
  - d. Remove any peeling paint and repaint
  - e. Clean and align gutters
  - f. Add appropriate seasonal flowers to add color
  - g. Remove old RVs, old cars, and any other clutter
2. What simple, cost-effective repairs can be made to improve the appeal of your home?
  - a. Fix the leaky sink
  - b. Secure that decking that your visitors always trip on
  - c. Make sure locks and doorknobs are in working order
  - d. A fresh coat of neutral paint can improve walls, cabinets, etc.
  - e. Replace broken or cracked windowpanes, molding, and other woodwork
3. Deep clean (shows the home is well cared for)
  - a. Clean carpets or spot treat
  - b. Dust
  - c. Clean walls and floors of scuff marks and smudges
  - d. Remove odors
  - e. Front door/Screen doors need to be spotless
  - f. Make sure the house number is clean and readable
4. DeClutter (makes each room feel bigger and brighter)
  - a. Take down personal items – the buyer needs to be able to see themselves in the home
  - b. Kitchen counters need to be clear of appliances and clutter
  - c. Consider a storage shed for items you use infrequently
5. Decorate to Impress (homes that sparkle sell faster)
  - a. Less is more
  - b. Keep the color palette neutral
  - c. Welcome mat at the front door
  - d. Hire a professional stager if you are at a loss
  - e. Ask a friend to give you their opinion, fresh eyes see what you’re overlooking
6. Before Each Showing
  - a. Get it bright, turn on the lights and open the shades
  - b. Get soothing scents going with plug-in room fresheners or fresh baked cookies
  - c. Put out fresh towels in bathroom/kitchen
  - d. Clean the clutter off counters and tables
  - e. Sweep and vacuum
  - f. Take the pets with you when you leave!

