

## ORGANIZING TO SELL YOUR HOUSE

### GENERAL:

- Be sure to be clear on what is staying and what is going. If you are planning to keep a chandelier for instance it is best to replace it before you show the house.
- People want to picture themselves in your home, remove family pictures and other ethnic items as possible.
- Be sure there are no strange smells in your home. You might want to ask someone that is not "used" to being in your home for their honest opinion.
- Remove valuables from your home. Place them in a safe or other area where you feel they will be secure.
- Show rooms where possible to be versatile.
- Be sure there is adequate light in every room.
- Test appliances, fixtures, lights, etc to be sure they are all in working order.

### THE OUTSIDE:

- Be sure the outside looks appealing as this is the first impression. Will the internet now so prevalent with buyers previewing houses; you **MUST** make a good first impression.
- Be sure your house is presented as well maintained. The thought will be, If you don't take care of the roof, windows, etc., you must not take care of anything.
- People are looking for a home where they are going to have a good time with their family & friends.
- Be sure your landscape is something that allows the house to shine as a frame around a picture.
- Be sure your lawn is mowed, mulched and edged.
- Cutback any overgrown bushes, hedges or trees.
- Remove dead or dying plants.
- Remove lawn signs and yard art.
- Remove any trash, newspapers, unused planters etc.
- Clean if not paint house, trim, gutters and especially the door to the front entryway.
- Be sure to have a new/good door mat at entryway door, healthy flowers, remove family signs.
- Remove/replace any broken or rusted windows, screens, handles light fixtures, etc.
- Be sure to patch or replace knot holes, bricks, mortar, and boards that are missing or damaged.
- Be sure your house number is clear to see.
- Assure doors do not stick.

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### INSIDE:

- Foyer should be open and light as possible as with the rest of the house.
- Be sure light fixtures are clean, have working bulbs and have no missing pieces or broken glass. Increase the bulb wattages if necessary but be sure not to exceed the rating for that fixture.
- Be sure doorways are clear and have no obstructions.
- Remove tables or other furniture if needed to make space.
- You want your home to look inviting to those looking at it.
- Be sure if you have special features like fire places that they are in direct view.

### Dining Room:

- Dining rooms are still very important rooms even though they are used less these days. Make them look as large as possible by removing unnecessary items, like large hutches, extra leaves. Also many people now are often using dining rooms for other purposes so you might want it to look like it could be used for other purposes. You could add a bookshelf and desk or maybe a loveseat. Chandelier can be replaced with floor lights,

### Bedrooms:

- These are retreats for people these days.
- Remove nightstands if room looks too small.
- Remove any electronics that have a lot of wiring hanging around; add flowers and books.
- Remove any clutter piled up in the room, on any surfaces and on the floor.

### Bathrooms:

- Be sure all fixtures are functional.
- Remove carpets and toilet covers
- If you can update fixtures and accessories.
- Repair any broken or damaged tile and clean grout if needed.
- Put out thick, plush towels and flowers.
- Tone down any "old" design colors like harvest gold and avocado.

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### Closets:

- People will look in your closets so be prepared.
- Be sure closet fixtures are in good condition and not ready to fall; handles work.
- Update fixtures if possible.
- Paint closets; they are often left out when painting rooms.
- Show space in your closet and not a wall to wall packed area.

### Kitchen:

- This room will be scrutinized and is one of the most inspected room during a review.
- Be sure that it sparkles and is very clean.
- Remove all magnets from the frig and pictures of the family and kids art from the walls.
- Be sure appliance are all in working condition.
- Assure good lighting with lights, window treatments, paint color, etc.
- Clear counters, tables, sinks and dishwashers.
- Add plants.
- Be sure the kitchen has a good but not strong smell.

### Garages and Basements:

- Apply a fresh coat of paint.
- Assure there are no pet odors.
- Remove clutter from these areas.