

# PRESENTING YOUR HOME.

**Outside appeal.** An attractive exterior is the key to bringing the most prospective buyers to your doorstep. Here are ways to improve the “curb appeal” of your home.

- Keep the lawn trimmed and fertilized.
- Keep snow and ice removed from driveways and sidewalks.
- Shape up the shrubs. New decorative stones or wood chips may help, too.
- Weed flower beds and add charm by potting flowers near the front door.
- Add warmth with a seasonal door decoration.
- Clean and straighten sagging rain gutters.
- Paint the front door and around the trim, if needed.
- Remove oil stains from driveway and garage.
- Repair stray or warped roofing shingles.
- Advise Associate on the best placement of the yard sign.

**Cleaning.** Begin with a thorough cleaning. Sort out the things you no longer want. Hold a garage sale and convert that “stored cash” into needed repairs.

- Store or give away excess furniture which makes the room appear cramped.
- Discard unwanted items from closets and kitchen.
- Sweep the basement and garage floors.
- Wash windows and screens.
- Clean and arrange closets and cabinets; they will look bigger with less clutter.
- Make your kitchen appliances shine.
- Wash walls and woodwork.
- Scrub soap film from tile and grout.
- Clear off counters to make the kitchen look spacious and neat.

**Decorating.** Decorating helps assure you will get top dollar for your home.

- Give rooms needing paint a fresh coat, in a neutral color.
- Re-stain or paint chipped woodwork.
- Replace torn or soiled wallpaper, carpeting or draperies in a neutral shade.
- Arrange your window treatments to allow maximum light into rooms.
- Consider new light fixtures and mirrors to expand a room.

- Add flowers to make your home more attractive.
- Perk up a bathroom with a new shower curtain.

**Repairing.** Minor flaws in your home suggest negligence to a buyer. Your repair list should include:

- Fix leaky faucets and toilets.
- Make sure closet and cabinet doors close easily.
- Make sure the garage door is in working order.
- Inspect the furnace, humidifier and water heater.
- Touch up paint, repair plaster and putty nail holes.
- Make sure your doorbell is working properly.
- Polish or refinish badly scratched hardwood floors.

**Open house and showing preparation.** Remember the importance of first impressions. Pretend you're a buyer seeing your home for the first time.

- Remove clutter.
- Make beds.
- Turn on soft music and all lights; turn off the television.
- Open windows to air out any stuffy rooms.
- Bake bread or cookies; the aroma is pleasing. Avoid unpleasant cooking odors.
- Leave the house during the Open House. Let your Shorewest Realtors Sales Associate sell your home.

**Documents needed.** There are several items we'll need from you to process your home listing and sale:

- Paid Tax Bill.
- Survey.
- Title Policy.
- Real Estate Condition Report.
- Account numbers and name of mortgage holder.
- Lien waivers.
- Compliance–Occupancy Permit.
- Any and all Inspection Reports.