



## “Home Cents®” Help Tips

### Home Enhancement Checklist - How To Prepare Your Home FOR SALE

#### You’ve decided to sell your home!

When selling, it’s important to look at your home from a different perspective....the Buyer’s perspective.

With over 20 years of real estate selling experience, my Home Enhancement Checklist provides you with the insight and direction on how to get the most money and the fastest sale for your home by making minor changes and repairs to help attract a Buyer.

#### ***Tidy up!***

When a home appears cluttered, Buyers can’t see the home or its potential. By storing items you don’t need or use, your home will feel more inviting and perhaps even more spacious to potential Buyers. When selling a home, less is more!

#### ***Clean up!***

A clean home gives the impression that it has been well cared for. Strive to make your home visually and aromatically appealing. Remember: Paint may be cost \$20 to \$50 per can but it’s worth \$1,000 on the wall.

#### ***Patch up!***

Minor repairs often become major stumbling blocks for potential Buyers. Take away those distractions by fixing minor issues before they become major obstacles.

#### ***The finishing touch!***

The little “extras” make a home feel special. Remember, your home is competing with others that make be on the marketing in your area. It is also being compared in terms of price to other homes in the neighbourhood that may have recently SOLD. As such, you need to make sure that your home stands out!

When speaking with my Seller clients I often tell them: ***“Our goal is to sell your home in order for you to move, as such they is no better time to start packing than right now.”***



## HOME ENHANCEMENT CHECKLIST

### THE EXTERIOR

- Keep the lawn mowed and trim trees and shrubs away from the house.
- Rake leaves, pull all weeds and dispose of dead plants, flowers and shrubs.
- Store tools and other equipment neatly in the garage or garden shed if there is one.
- Wash windows inside and out.
- Sweep sidewalks and driveway.
- Repair doors, windows and screen if needed.
- Repair roof shingles, shutters, gutters, siding and fences as required.
- Clean up both front and back yards, patch any damaged lawn patches/areas, install new flowers and mulch if needed.
- Add a new doormat to the front entrance.
- In warmer weather install a hanging or potted plant.
- Add new house numbers if needed.

### THE KITCHEN

- Remove any excess gadgets or small appliances from all kitchen counters.
- Remove all messages, pictures and magnets from the refrigerator and or elsewhere

- Clean away all papers, mail, newspapers etc. that may have accumulated on the countertops.
- Wipe down kitchen cabinets and polish the sinks.
- Clean all appliances inside and out.
- Wash kitchen floors.
- Air out and clean any garbage areas with a deodorizer or air freshener.
- Repair any leaking faucets.
- Repair any broken appliance.
- Repair any non-working kitchen cabinets, drawers and replace any broken cabinet handles or pulls.
- Patch and paint any walls and or ceiling if necessary.
- Add new throw rug at sink or stove if appropriate.
- Add a plant or some greenery.

## **THE BATHROOMS**

- Remove any unnecessary items from the vanity countertops.
- Organize and declutter of needed linen closets and medicine cabinets.
- Clean sinks, toilets, bathtubs and showers, make sure they are “mold-free.”
- Polish mirrors and bathroom taps and other fixtures.

- Wash bathroom floor.
- Repair and faucet, sink and or toilet that is leaking.
- Clean, caulk and regrout tile if necessary.
- Patch and paint any walls and or ceiling if necessary.
- Add a scented candle.
- Added coordinated towels and accessories.

## **THE LIVING AREAS**

- Remove piles of papers and magazines from tables.
- Rearrange furniture, discard any worn furniture and store "extra" pieces.
- Straighten bookcases.
- Clean and deodorize all carpets, spot cleaning where necessary and wash all floors.
- Polish all furniture.
- Wipe down light fixtures and make sure all bulbs are working. Add additional lamps of room is dark.
- Patch and paint any walls and or ceiling if necessary.
- Wash window treatments such as shutters and blinds if needed.
- Clean fireplace wood burning or gas if applicable.

- Remove any excess pictures or family photos from the walls or on tables.

## **THE BEDROOMS**

- Straighten up children's place area and put away any extra toys to reduce clutter.
- Remove extra furniture and rearrange to best define areas and space.
- Make closets look more appealing and larger by removing and storing elsewhere, any out of season clothing.
- Make sure all clothes are hanging and not laying on the floor.
- Clean and deodorize all carpets, spot cleaning where necessary and wash all floors.
- Patch and paint any walls and or ceiling if necessary.
- Wash window treatments such as shutters and blinds if needed.
- Add decorative pillows to the beds.

## **THE BASEMENT & GARAGE**

- Organize all areas including the laundry room, family/rec room, workshop, storage room etc.
- Box up and store or dispose of unnecessary items.
- Sweep up and clean all flooring and carpets if applicable.
- Remove any cobwebs from walls, window sills and ceilings.
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Wash windows inside and out.

- Make sure that furnace, air conditioning water heater and any other equipment are in good working order.

## **GETTING READY FOR BUYER VISITS & OPEN HOUSES**

- Before each showing or Open Houses, be sure to complete these last minutes touches to make your home stand out and appealing to potential Buyers.
- Pick up after pets.
- Pick up any lawn/garden tools, kid's tools etc. that may be lying around the yard.
- Clean driveways and sidewalks both for a better appearance and in order to help prevent any accidents or falls.
- In warmer weather open-up windows to "freshen up" your home.
- Do a quick tidy up.
- Have soft instrumental music playing.
- If it's winter, leave out any photo(s) that shows your home's exterior living areas and garden in the summer.

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