

# As you prepare your home for prospective buyers to view, here are a few things to consider.

### **Clean your home**

Cleanliness signals to a buyer that the home has been well cared for and is most likely in good repair. A messy or dirty home will cause prospective buyers to notice every flaw.

### **Remove the clutter**

Before you show it, have a garage sale, empty closets and donate what you can't sell. The less "stuff" in and around a home, the roomier it will seem.

### Let the light in

Raise the shades. Open the blinds. Pull back the curtains. Put brighter bulbs in all the lamps (but not bright enough to cause a glare). Bright, open rooms feel larger and more inviting. Dark rooms feel small and gloomy.

### Freshen up your space

Get rid of odors that may be unfamiliar or unpleasant. People are most often offended by odors from tobacco, pets, cooking and musty or sour laundry. Fresh flowers and potpourri can be used to your advantage. Other smells that attract positive attention include fresh baked bread or cinnamon.

### **Repair broken items**

This includes plumbing, electrical systems and switches, windows, squeaky floorboards, TV antennas, screens, doors and fences; if it can't be fixed, replace it or get rid of it. A buyer might make a much lower offer if your house is in disrepair and will probably still insist that everything be fixed before taking occupancy. You're better off if you leave potential buyers no reason to offer less than you are asking.

### Secure pets

Secure them away from the house when prospective buyers are coming. You never know if people will be annoyed or intimidated, or even allergic to them.

### Take the kids for a treat

Take the kids for ice cream or go play at a local park. Children can be noisy and distracting to someone interested in looking at a home.

### Paint

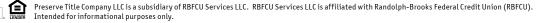
There's nothing that improves the value of a home more than a few cans of paint. And it's so often easier to paint a room than it is to scrub it. Stick with neutral colors.

### Noise

Silence is a soothing sound that offends no one. Turn off the TV and radio. Soft instrumental music is fine, but avoid vocals.

> Potential buyers often welcome a home that is clean, neat, uncluttered ... and quiet.

**Get your home ready to sell!** Check out the checklist on the following pages.



# HOMEBUYERS GUIDE AUSTIN

# PLANNING TO SELL: A HOMEOWNER'S CHECKLIST

This checklist will help you get your home ready to show.			
<b>EXTERIOR</b> Replace, repair and/or paint any damaged:		LANDSCAPING	<b>CLEAN ALL ROOMS AND AREAS</b> Clean especially around:
Plaster	☐Window frames	Aerate/feed lawn	Doors
□Wood siding	Glazing	Overseed bare spots in lawn	Windows
Trim	Screens	□Water lawn regularly	Light switches
Rain gutters	Hardware	Remove/replace dead plants	Baseboards
Shutters	Fences/gates	□ Prune overgrown/diseased/	Chair rails
Doors	Outdoor lighting	damaged shrubs	Wash lace curtains and have
Clean/wash:		Prune or remove shrubs/ trees blocking window view	draperies cleaned
	Service areas	$\Box$ Stake up any sagging trees	Remove or pull back dark curtains
Windows	Trash cans	Keep flower beds free	Lubricate window slides
Screens	Fences/gates	of weeds	(soap for wood silicon or a
Outdoor BBQ	Outdoor lighting	☐Trim around base of walls	candle stump for metal)
☐AC unit		and fences	Lubricate doors, if necessary
 Pool/spa		Replace any broken	Clean ceiling light fixtures
		stepping stones	Check for cobwebs in all corners
Put 100-watt light bulbs in:		Install fences or shrubs to	Fix any scratches in
Porch lights		hide any unsightly views	wooden floors
□ Carport		Repair or remove any broken	Replace worn/broken flooring
Garage		or damaged landscape	Remove or replace
Remember:		accessories such as:	worn carpet
🗌 Haul away rubbish		Fences	Use area rugs where needed
Straighten woodpile			Empty wastebaskets
Repair leaky faucets		Gazebos	☐ Make the beds
Clean up pet droppings		Fountains	☐ Fluff the pillows
Paint or varnish doors		Trellises or planters	
Make sure doorbell/ knocker works			
Paint or replace street numbers on house			
Make sure septic tank is odor free			
Clean oil stains from driveway/street			
Patch/reseal driveway			

## HOMEBUYERS GUIDE AUSTIN

### **KITCHEN**

- Keep dishes and food out of sight
- Clean appliances
- Clean range hood, including light bulbs
- Clean behind appliances
- Keep floor clean
- Clean light fixtures
- Make sure all electrical outlets work
- Eliminate cooking odors
- Deodorize garbage disposal, dishwasher and refrigerator
- Clean out under sink
- Organize cupboards
- Put fresh shelf paper in cabinets

#### BATHROOMS

- Shine mirrors
- Keep wastebaskets empty/clean
- Clean out cabinets and remove nonessentials
- Keep fresh, clean towels on towel racks
- Clean shower door if sliding door, keep track well lubricated
- Remove soap residue, mildew and mold from sink/tub/shower
- Remove stains from porcelain sink/tub/toilet
- Replace shower curtain
- Tile grout
- Make sure toilet flushes properly; replace mechanism if necessary
- Clean exhaust fan, heater; replace if broken or noisy

### PLANNING TO SELL: A HOMEOWNER'S CHECKLIST

# CLOSETS

- Keep closets clean and free of clutter
- Throw out or pack away nonessentials
- Adjust/repair sliding doors
- Lubricate sliding door hardware
- Paint, if needed

### LAUNDRY

- Clean out area behind washer/dryer
- Eliminate any mildew odors

### BASEMENT

- Eliminate any signs of dampness
- Check for and eliminate cracks

### **HEATING/AIR CONDITIONING UNIT**

- □Vacuum
- Replace filter
- Clean intake vent
- Remove any stored items

#### **GARAGE/CARPORT/SHED**

- Install 100-watt light bulbs
- Keep area clean/uncluttered
- Hang up/put away tools
- Clear away any cobwebs
- Remove oil/paint stains from floor
- Adjust tension rod to eliminate sag from overhead garage door
- Lubricate/adjust/repair garage door opener
- Paint if needed