

25 TIPS FOR PREPARING YOUR HOME FOR SALE

PROPERLY PREPARING YOUR HOME FOR SALE CAN MAKE THE DIFFERENCE BETWEEN A QUICK SALE AT FULL PRICE AND A HOME THAT SITS UNSOLD FOR MONTHS, EVEN AFTER SEVERAL PRICE REDUCTIONS.

FIRST, FORGET YOUR EMOTIONAL ATTACHMENT TO YOUR HOME AND LOOK AT IT THROUGH THE EYES OF A POTENTIAL BUYER. BE IMPARTIAL AND RECOGNIZE THE WEAKNESSES OF YOUR HOME. REMEMBER, POTENTIAL BUYERS ARE VIEWING MANY OTHER HOMES AND IF YOURS DOES NOT STAND OUT, IT WILL BE DIFFICULT TO SELL.

BUYERS BUY WHAT THEY SEE! IF THEY SEE DIRTY, MESSY AND WORN THEY WILL WALK AWAY. MAKE YOUR HOME APPEAR WELL MAINTAINED, SPACIOUS, ORGANIZED AND CLEAN. MANY FACTORS SUCH AS HOW LIGHT IT IS, THE COLORS, SOUNDS AND SMELL SUBTLY EFFECT THE BUYER'S IMPRESSIONS OF YOUR HOME. TAKE A LOOK AT THE FOLLOWING CHECKLIST AND SEE HOW YOUR HOUSE STACK'S UP.

1. WALK OUT TO THE MIDDLE OF THE STREET AND LOOK AT THE EXTERIOR APPEARANCE OF YOUR HOME. IT MUST HAVE GOOD CURB APPEAL OR THE BUYER MAY NOT EVEN ENTER THE HOUSE.
2. GROOM YOUR LAWN, TREES, SHRUBS AND FLOWER BEDS.
3. CHECK YOUR DRIVEWAY AND CLEAN ANY OIL STAINS WITH CLEANING SOLUTIONS.
4. MOVE OLD VEHICLES, TRAILERS OR BOATS OFF THE PREMISES TO A STORAGE FACILITY.
5. REPLACE MISSING OR LOOSE ROOF SHINGLES OR TILES.
6. REPLACE OR REPAINT THE MAILBOX, IF NEEDED.
7. YOUR FRONT DOOR IS A FOCAL POINT, MAKE SURE IT IS SCRUBBED CLEAN OR COMPLETELY REFINISHED, IF NECESSARY.
8. REPAIR ANY BROKEN WINDOWS OR SCREENS.
9. IF THE EXTERIOR OF YOUR HOUSE IS PEELING OR BLISTERING, THEN YOU MUST REPAINT. OTHERWISE, PAINTING THE TRIM, WINDOW SASHES, SHUTTERS, AND GARAGE DOOR MAY BE SUFFICIENT.
10. REMOVE ANY POLITICAL OR OTHER SIGNS.
11. REMOVE ANY DEBRIS, JUNK AND CLUTTER FROM THE YARD.
12. CLEAN AND ARRANGE ANY LAWN FURNITURE, BARBECUES, ETC.
13. CLEAN THE INSIDE TOP TO BOTTOM, ESPECIALLY THE KITCHEN AND BATHROOMS. CHECK IT WITH THE WHITE GLOVE TEST.
14. ATTACK THE BASEMENT AND GARAGE. GET RID OF ANY OLD JUNK AND ORGANIZE EVERYTHING ELSE.
15. IF THE INTERIOR WALLS ARE SCARRED OR DIRTY, YOU SHOULD PUT A FRESH COAT OF WHITE OR OFF-WHITE PAINT TO MAKE THE ROOM LOOK BIGGER AND LIGHTER. OTHERWISE, TOUCH-UP THE ROOMS WITH PAINT, AS NEEDED.
16. HAVE ALL THE CARPET CLEANED. IF WORN, REPLACE IT. YOU WILL MAKE UP FOR THE EXPENSE WITH A FASTER SALE AT A HIGHER PRICE.

17. INSTALL THE HIGHEST INTENSITY BULBS ALLOWABLE IN THE LIGHT FIXTURES. THIS WILL MAKE THE ROOMS APPEAR LARGER, BRIGHTER AND MORE CHEERFUL.
18. CLEAN ALL WINDOWS AND CURTAINS/BLINDS.
19. CLEAN OUT CLOSETS TO MAKE THEM LOOK BIGGER. STORE OFF-SEASON CLOTHES ELSEWHERE, IF POSSIBLE.
20. TOO MUCH CLUTTER WILL MAKE A HOME FEEL SMALL AND DISORGANIZED. MOVE OUT EXCESS FURNITURE, ESPECIALLY WORN OR OUTDATED ITEMS, AND TAKE DOWN PICTURES THAT HIDE THE WALLS.
21. CLEAN OFF MAGNETS FROM THE REFRIGERATORS AND BOX UP ANY OTHER CLUTTER-CAUSING KNICKKNACKS.
22. CLEAN ALL HEATING/COOLING SYSTEM VENTS AND REPLACE FILTERS.
23. ENSURE ALL APPLIANCES ARE IN WORKING ORDER.
24. MAKE SURE THAT YOUR CARS ARE CLEAN AS WELL. IT ADDS TO THE IMPRESSION THAT YOU TAKE CARE OF THINGS.
25. APPROXIMATELY 25% OF BUYERS WILL NOT CONSIDER A HOME WITH PETS BECAUSE OF ALLERGIES OR THEY SIMPLY THINK IT IS DIRTY. CONSIDER ASKING A NEIGHBOR, FAMILY OR FRIEND TO TAKE CARE OF YOUR PET WHILE YOUR HOUSE IS BEING SOLD. ONCE THE PET IS REMOVED, CLEAN THE HOME TO REMOVE ANY PET ODORS OR STAINS.

IF I CAN BE OF ANY ASSISTANCE TO YOU DURING THE SELL OF YOUR HOME, PLEASE DO NOT HESITATE TO CALL ME.

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