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PREPARING YOUR HOME FOR SHOWING

You don't get a second chance to make a good first impression, and first impressions count with buyers! A small investment in time and money can give your house the advantage over competing homes in your neighborhood when it comes time for your sales representative to show it to a prospective buyer.

Here are some suggestions for preparing your home for showing:

Well Maintained

- △ Repair leaky taps & toilets
- △ Clean furnace & humidifier
- △ Tighten door knobs & cupboard latches
- △ Clean & repair windows & screens
- △ Repair seals around tub & basin
- △ Replace burned out light bulbs
- △ Repair cracked plaster
- △ Oil squeaking doors

Curb Appeal

- △ Cut lawns, reseed bare patches
- △ Trim hedges & shrubs
- △ Weed and edge gardens
- △ Clean driveway & sidewalks
- △ Repair soffits & eavestroughs
- △ Clean out garage
- △ Touch up paint

Cleanliness

- △ Clean/fresh bathrooms
- △ Clean fridge & stove
- △ Clean furnace exterior
- △ Clean washer/dryer & tubs
- △ Clean carpets

When the Door Opens

- △ Clean & tidy porch & foyer
- △ Does the doorbell work?
- △ Is the door hardware in good shape?
- △ Is the air fresh?

Lots of Space

- △ Clear halls & stairs of clutter
- △ Store surplus furniture
- △ Clear kitchen counters & stove
- △ Make closets neat & tidy

Create a Buying Mood

- △ Arrange to be absent during the showing
- △ Turn on all the lights
- △ Light the fireplace
- △ Open the drapes in the daytime
- △ Play quiet background music
- △ Curb your pet

NOTE: Let D'Arcy discuss the selling price, terms and other factors with the prospective purchaser. He has been trained and has experience, so let him bring your negotiations to a satisfactory conclusion. Therefore, during the showing of your home, it is best to be absent or if this is not possible, then relocate to another area of the house, away from immediate activity.