

# FIRST IMPRESSIONS ARE EVERYTHING

## IDEAS ON HOW TO PREPARE FOR SHOWINGS

### EXTERIOR

- Apply fresh paint to exterior surfaces like doors, trim around windows and door frames
- Wipe down exterior handles and trim
- Clean windows and consider removing screens and put in a safe area
- Power-wash home's exterior
- Ensure all gutters and downspouts are firmly attached and functioning
- Keep the grass cut, leaves bagged and remove all yard clutter including toys
- Weed and apply fresh mulch to flower beds regardless of time of year
- Consider adding a splash of color to entry way by using potted flowers or new door mat

Remember buyers will be standing at the front door while the agent is retrieving the key and opening the door. This is a perfect time for them to inspect the exterior of the property

### INTERIOR

- Remove any items that are truly not necessary including furniture to help open up the space and flow of the home
- Consider renting a storage unit to pack away items that you don't need
- Go through cabinets, closets and bookshelves and organize and de-clutter
- Make sure to wipe down light switches, door knobs, air vents, light fixtures and ceiling fans
- If carpets are dirty consider having them cleaned
- Touch up paint on walls, especially hallways and door frames
- Replace air filter
- Make minor repairs (torn screens, sticking doors, cracked caulking).
- Scrub the grout in your bathroom and shower

If a buyer feels that the home is poorly maintained or too cluttered it could turn a buyer off regardless of location and price sometimes.

### JUST BEFORE A SHOWING

- Open all drapes and shutters in the daytime the allow natural light. If a room is dark or light switch is difficult to find turn on interior lights.
- Makes sure any pets are secured
- Consider new accents, like hand towels, throw pillows
- Make sure light bulbs are not burned out
- Play quiet background music.
- NEVER leave candles burning instead consider a air fresheners with neutral scent like clean linen or vanilla. Take notice to cooking foods with strong odors.
- Do not stay in the home while it is being shown

**YOU ONLY GET 1 CHANCE AT A FIRST IMPRESSION**

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