



## Preparing Your Home

Questions That May Come Up:

Do I have to include my appliances?

### **Repairs**

Usually a home that is in good condition will sell faster and for more than a comparable home that is in poor condition and isn't maintained well. Some moderate repairs and updates will help the price of your home rise. When trying to get the greatest profit from your sale, the best first impression you can make is better.

Some key points to think about are:

- Lighten Up
- Get Rid of Clutter
- Landscape Front and Back Yards
- Shampoo Carpeting

Of course, you could

- Correct Electrical and Plumbing Problems
- Repair Damaged Flooring
- Update Kitchen and Bathrooms
- Paint Interior Walls
- Paint Exterior Walls

Ask yourself...

Do I need to take down the wallpaper?

Do I need to put all my things in storage?

Do I need to have new carpet installed?

### **Pre-Sale Inspection**

If you are not sure how the property will show – if repairs or needed or not, a Pre-Sale Inspection could help to determine if the conditions need to be addressed before putting the home on the market. However, even with a Pre-Sale Inspection, a Buyer can / will likely perform their own inspection once under contract.

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## Staging

If you are still living in the house when it is going on the market, there are a few things to think about. Take half of your belongings out of the closets and keep it organized to make it seem like there is still storage that could be utilized. Buyers will look at these things, the more storage the better.

Make sure that there is a lot of light! To help bring in more light, open the drapes or take them down completely, clean the windows, change the lampshades, increase the wattage of your light bulbs and cut down bushes to let the light shine in. Doing these things will make the house brighter and cheerier and in turn more sellable.

If you own animals and are expecting an open house or showing, make sure to limit the potential odor or allergens, and if possible remove or crate the animals so that they are kept safe. Although there are many pet lovers, not all people will think of a dog and their heart warm up. So, take your furry friends to a pet hotel for the day and take out all the food bowls and litter boxes.

Always have your home ready to show, keep the dishes clean and put up, the bathrooms sparkling and dust bunnies out of site. Though this may be inconvenient, it will get your house sold!

Lastly, spruce up the exterior of your home with inexpensive shrubs and brightly colored flowers. This is what the buyers will see when they first walk up to your house. The entry way is next and just as important. If this is your "catch all" area, take all the keys and coats out and maybe add a bench, a vase of fresh cut flowers or even some cookies.

If the home is vacant or if you wish to have professional advice on Staging, this is a service that can recommend and / or provide necessary steps to get your home in SELL-ABLE condition. This is not a part of a Realtor's commission, although some Realtors may have the additional service to offer as part of what they do or in conjunction with someone they recommend.

### Ask yourself...

Do I need to stage my house?

Do I need to take down the wallpaper?

Do I need to put all my things in storage?

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