

# Presenting Your Home For Sale

## *With Our Compliments*

You don't get a second chance to make a good first impression.

The following check list has been prepared as a guide to assist in the presentation of your property.

### 15 POINT CHECK LIST BEFORE MARKETING

<b>Lawns and Yard:</b>	remove rubbish, mow lawns, edge paths, trim hedges, weed gardens.
<b>Front of the House:</b>	paint, fix or wash railings, steps, screens and/or front door.
<b>Other Exterior:</b>	clean gutters, wash windows and clean timberwork.
<b>Garage:</b>	clean up, paint, wash doors and windows.
<b>Bedrooms:</b>	tidy and made up.
<b>Kitchen:</b>	stove, refrigerator, sink should be spotless, all work bench space clear.
<b>Bathrooms:</b>	neat, clean and fresh.
<b>Entrances, Halls and Stairs:</b>	remove any clutter to give a wide appearance.
<b>Built-ins:</b>	untidy or overcrowded cupboards suggest inadequate storage space.
<b>General Condition:</b>	dust, wash, paint, fix defects as required.
<b>Hardware:</b>	oil hinges and tighten door knobs.
<b>Plumbing:</b>	repair dripping taps, leaking toilets.
<b>Heating/cooling:</b>	have the unit operating to show how warm it is in winter and how cool in summer.
<b>Lights:</b>	replace all burned out bulbs, repair faulty switches.

*Store unnecessary furniture to enlarge room sizes - make the home feel spacious, not cluttered.*



### HOW TO HELP YOUR AGENT

- Whenever possible, the home should be vacant during the inspection. When owners are present it can keep buyers from feeling at ease. And keep the pets outside - you may love them, but the buyers may not.
- Turn on lights in dark rooms prior to inspections when the weather is dull or overcast.
- Draw back the curtains and blinds to "brighten" your home.
- Strong cooking or smoking odours can ruin a sale. Make sure your home is fresh for showing.
- Have the television set off and play soft mood music on the stereo.
- And most importantly - unless requested, please don't offer assistance - your agents know their buyers and you could adversely affect the sale by being "too helpful" in discussion with buyers.

**Ray White**

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