

Preparing Your House For Sale

A room-by-room guide
for creating visual and emotional appeal

by Sharon Tara



sharon@sharontara.com

603.661.8524

Visual appearance prompts potential buyers more than any other factor.

Home buyers are looking for a move-in ready, spotless home that offers a neutral canvas for their furnishings.

Fresh paint and new carpeting will make the best impression.

Hardwood floors should be in excellent condition. Tile floors should be a neutral color, in good condition, with healthy grout lines.

Furniture must be arranged to show space and function – guiding the eye toward positive features of the home and away from the negative.

All lights should be in good working order, using the highest allowed bulb wattage.

Replace heavy window treatments with sheers. Clean all windows, inside and out.

Exterior "Curb Appeal"

- Fertilize and cut the grass, weed the garden, bring in fresh mulch
- Trim shrubs and trees, remove dead leaves and branches
- Plant annuals in garden, place potted plants by door
- Clean siding or paint house
- Repair and/or paint all house and window trim
- Add new Welcome mat
- Replace or remove rusty, worn, stained patio furniture
- Hide toys, bikes, trash cans, and lawn tools
- Repair or replace damaged screens, windows and railings
- Clean gutters and downspouts
- Repair and/or paint fences and gates
- Make sure lights and doorbells work
- Sweep walk, porches, and steps
- Create a walkway to front door if you don't have one
- Repair/replace loose doorknobs, sticking doors and windows



Living Room

- De-clutter by removing all personal photos, collections, knick-knacks
- Replace worn, stained, or dated carpet
- Tighten loose stair banisters and make sure steps are free of objects
- Upholstered pieces should be in coordinating fabrics
- Cover dark or worn furniture with new, light-colored slipcovers
- Add new throw pillows
- Clean out fireplace and add arranged logs
- Paint dark mantel or woodwork white
- Remove unhealthy or overgrown plants
- Organize TV area, hiding cords, remotes, dvd's etc.
- Replace discolored, dated, or damaged switch plates and outlet covers



Kitchen

- Clean stovetop with degreaser, replace old burners
- Repair or replace leaky faucets
- Eliminate water discoloration from sink
- Keep floor swept and clean for duration of listing
- Remove all items from face, sides and top of refrigerator
- Remove all items from top of cabinets
- Replace or paint worn or dated cabinets
- Replace cabinet hardware
- Update lighting fixtures
- Replace old or unsightly appliances and countertops
- RegROUT tile
- Clean and organize inside of cabinets
- Clean inside and outside of all appliances



Bathroom

- Hide all personal hygiene items
- Remove all personal items and toys from tub/shower
- Remove litter box, and all evidence of pets in the home
- Hide cleaning supplies, toilet plunger, trash can
- Repair leaky faucets
- Eliminate water discoloration from sink
- Replace vanity or update with paint and new hardware
- Update window treatments and shower curtain
- Replace shower head if necessary

- RegROUT tile and replace caulking
- Organize linen closet
- Display new, luxurious towels
- Use bath salts, soaps, fresh flowers and candles to create a spa like appearance
- Scrub every inch of bathroom until it shines



Master Bedroom

- Organize closet, removing off-season clothing to add space
- Remove all personal items and photos
- Safely store all valuables
- Remove all exercise equipment
- Remove television or hide inside an armoire
- Home office should NOT be in master bedroom
- Create a relaxing retreat using pillows, fresh flowers, and candles
- Replace worn, dated bedding and window treatments
- Replace worn, stained or dated carpet

