



PREPARING YOUR HOME FOR POTENTIAL BUYERS

PLAN AHEAD

- Walk through each room and criticize the home from a buyer's perspective
- Ask a local real estate professional for their advice
- Hire a contractor to handle any major projects
- Hold a yard sale. Sell, donate or trash anything you don't need

CLEAN, DECLUTTER AND DEPERSONALIZE

- Thoroughly clean the entire home
- Scrub tile in kitchen/bathrooms
- Clean hardwood floors
- Steam clean carpets/drapes
- Consider replacing carpet if stains are prominent
- Get rid of all dust bunnies
- Repair cracks/holes in the walls
- Paint interior walls with neutral colors (pale blues and greens are good for bathrooms)
- Remove rugs to show off hardwood floors
- Remove excess and oversized furniture
- Rearrange furniture to maximize space
- Organize room closets and store out-of-season clothes
- Remove all small appliances, toys, magazines and pet items
- Remove family photos, personal collections and medications
- Remove items from the garage and store them off site
- Secure valuable items, including cash and jewelry



MARK SOTIR

REALTY EXECUTIVES MIDWEST

630-815-8098

MARKSOTIR@REALTYEXECUTIVES.COM



MAXIMIZE CURB APPEAL

- Paint the home's exterior, including trim, doors and shutters
- Check front door, doorbell, address number, welcome mat
- Power wash the siding and windows
- Inspect the roof and make repairs as needed
- Repair cracks in the driveway and sidewalks
- Sweep the entryway/walkways
- Mow, water, fertilize the lawn
- Trim shrubs and trees and rake the leaves
- Plant colorful flowers and shrubs
- Store any toys or equipment lying on the yard
- Clean up pet droppings
- Clean the gutters and downspouts
- Stage the front porch/deck with furniture and potted plants

PAY ATTENTION TO KITCHENS & BATHROOMS

- Mop and wax/polish the floors
- Clear the countertops
- Replace outdated hardware
- Clean appliances and fixtures
- Clean and organize the pantry, cabinets and drawers
- Replace old caulking around sinks and bathtubs
- Remove stains from sinks, toilets and bathtubs
- Keep all toilet seat lids closed
- Hang fresh towels

APPEAL TO THE SENSES

- Install higher wattage incandescent light bulbs to brighten rooms
- Turn on all the lights during showings
- Open windows to let in fresh air
- Make sure fireplaces are in working condition
- Open curtains or blinds to let in natural light and show off views
- Relocate pets on the day of showings
- Refrain from smoking in the home



MARK SOTIR

REALTY EXECUTIVES MIDWEST

630-815-8098

MARKSOTIR@REALTYEXECUTIVES.COM

