Prep for Profit $$

*These are the most common, least expensive and easiest items to address to*

*maximize your sale.*

Unclutter!

* Pack and store as much as you can. Less is more.
* Remove personal items that can distract a buyer (photos, artwork, etc.).
* Remove multiple items from fireplace hearts and mantels.
* Remove all items on refrigerators.
* Remove items in bookcases to fill only 25% - 30% of shelving.
* Remove small nick/nack items. They do not photograph well.

Clean!

* Remove smudges from walls and trim and clean tops of baseboards.
* Clean kitchen inside appliances and counter tops.
* Clean ceiling fans, light fixtures.
* Clean mini-blinds, shutters and window sills.
* Clean and polish woodwork.
* Clean and deodorize all pet areas.
* Clean windows, inside and out.
* Clean gutters.
* Clean (or paint) HVAC return vents.
* Clean toilets.
* If you can’t clean it, paint it!

Freshen and Paint!

* Repair any wood rot and paint/caulk exterior if paint is over 5 -7 years old.
* Restain or paint front door.
* Replace front door hardware with new.
* Replace dirty or outdated lighting fixtures and ceiling fans with new, updated fixtures, especially on front porches.
* If your kitchen and bath cabinets are outdated or scuffed up, a PROFESSIONALLY applied fresh coat of paint will bring a strong return on investment.
* Regrout old, dirty tile.
* Replace toilet seats with new.
* Consider painting / staining fences, especially in front of home.
* Clean, paint, straighten or replace your mailbox.

Repair!

**WINDOWS**

* Repair any cracked or broken panes or seals.
* Repair any wood rot.
* Recaulk where needed.
* Make sure windows open easily and are in good working order.

**WALLS AND CEILINGS**

* Patch all cracks and nail holes.
* Look for any water stains on ceilings. Repair leak source. Prime and paint.

**FLOORING**

* Replace missing or loose tiles. Regrout old, dirty tile.
* Glue any loose seams in linoleum. Replace if worn.
* If carpet is old/worn/stained, replace it. Cleaning and stretching will work if carpet is in good shape.

**WOODWORK AND DOORS**

* Fill cracks and nail holes. Stain or paint to match.
* Tighten loose doorknobs and cabinet pulls.
* Make sure front door hardware is in good working order.

**EXTERIOR**

* Repair cracks and crumbling walkways, driveways and steps.
* Repair any foundation cracks.
* Have roof evaluated and replace broken or missing shingles and repair flashings.
* Ensure doorbells work.
* Stain decking.
* Spray weeds.
* Trim large shrubs, especially in front beds, and cut back shrubbery that touches house.
* Limb up or remove large trees in front of home.
* Add pinestraw/mulch to the landscape beds.
* Repair any broken fence boards. Repaint / stain fencing.
* Freshen gravel driveways with a load or two of fresh gravel.

Neutralize!

* Remove bold or distracting colors, accessories and odors from your house.
* Remove wallpaper, especially from main rooms—kitchen, dining, family, bedrooms.
* If your home has warm tones, neutralize using a soft off white or very light beige or taupe.
* If your home has cool tones, neutralize using very light (almost white) soft grays.

Paint Color Ideas…

* White Dove
* Divine White
* Dover White
* Creamy
* Kilim Beige
* Cedar Key
* Agreeable Gray
* Revere Pewter
* Edgecombe Gray
* Worldly Gray