

# THE TOP 15 WAYS

*to prepare your home for an*

# OPEN HOUSE

## DECLUTTER & NEUTRALIZE

- Pack, sort, and purge your belongings. Eliminate belongings that visually read as clutter.  
Where does it all go?
  - Rent a storage unit or portable pod.
  - Ask a friend if you can borrow some space in his or her garage.
  - Donate the extra items. One person's trash is another person's treasure.
- Depersonalize each room, removing photo frames and posters or artwork. Doing this helps potential buyers envision themselves in the home instead of you and your loved ones.
- Think about light, neutral colors on the walls and textiles. Depersonalize the rooms with a fresh coat of paint if needed. Buy new linens and pillows if necessary. Be certain they are a neutral color.

## CREATE CURB APPEAL

- Consider power washing home exteriors and pavement. "Home wash" hose attachments are available at home improvement stores or hire a professional.
- Clean rain gutters as well as outside windows and screens.
- Make sure the front door is inviting. Paint the door if needed and buy a new welcome mat.
- Replace any outdated outdoor lighting fixtures or worn out house numbers.

## MAKE REPAIRS

- Make any necessary repairs so that buyers don't frighteningly anticipate the cost and labor of completing them themselves.

## THOUGHTFULLY ORGANIZE

- Organize all closets and drawers. There's a chance that buyers might look there.
- Rearrange furniture and closet storage to make rooms appear as large as possible.

## DEEP CLEAN

- Make every surface shine, from ceiling fans to baseboards. Don't forget interior windows, mirrors, and floors.
- Scrub every inch of the kitchen and bathrooms.
- Do the sniff test. It might sound silly, but it's how you identify the source of sneaky odors. Weather permitting, crack open the windows to air out the space and invest in air neutralizers if needed.

## LAST MINUTE TASKS

- Take out the trash, make the beds, remove pets, flip on the lights, open drapes, and inspect each room.

## EMOTIONALLY PREPARE

- Take a deep breath! Let go emotionally of your home, and get ready for an offer.