

Preparing Your Home for the Market

Most potential buyers will know in a very short period of time whether your home is the right one for them or not. Part of putting your home on the market involves making the property as attractive to as wide a range of potential buyers as possible, thereby increasing the possibility of a favorable first impression. Here are some things to do before the home goes on the market.

Interior

- Declutter and organize closets and cabinets so there is some space not being used
- Make any needed minor repairs such as dripping faucets, loose knobs, doors that stick, ripped screens, missing caulk, etc.
- Remove unnecessary furniture from the house
- Paint any walls that aren't a neutral color
- Declutter shelves and bookcases by removing at least half of what's there.
- Remove all magnets and photos from the refrigerator
- Remove all religious and political items, family photos, trophies, and mounted animal heads
- Replace all compact florescent bulbs with bright incandescent bulbs
- Clean the whole house but in particular wash all windows, clean all light fixtures, and shampoo the carpets
- Every home with a basement in Minnesota needs a dehumidifier

Exterior

- Power wash the house. Scrape and repaint any peeling paint
- Clean all rain gutters; ensure all downspout extensions are in place
- Pay special attention to the front door and entryway; hardware nice? Needs paint? Clean? Welcome mat attractive?
- Have something attractive in terra-cotta pots by the front door; geraniums in summer, pine tops in winter.
- Prune back any overgrown shrubs, weed the flower beds, cut the lawn.

Garage

- Ensure the main garage door, opener and remotes work properly
- Clean oil spots from floor, then sweep and wash with detergent
- Put the brightest bulbs possible in the fixtures
- Clean all cobwebs and insects from corners, wash windows
- Hang up all hoses, bicycles and garden tools
- Organize your holiday decorations and toys (plastic tubs?)
- Clean out the garbage container so it doesn't smell