

PREPARING YOUR HOME

THROUGH THE EYES OF THE BUYER



THE GREGG
GROUP

Preparing Your Home

THROUGH THE EYES OF THE BUYER

The effort put into repairing and cleaning your property is likely to be returned in a fast sale at an attractive price.

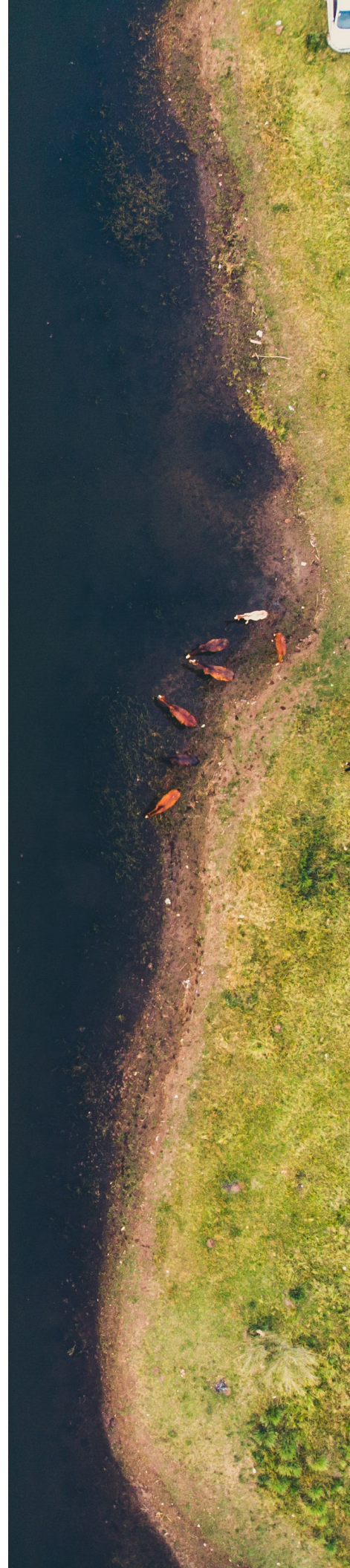
- As buyers approach your property the first time, impressions are formed quickly.
- Paint house - this can do more for sales appeal than any other factor.
- Yard - Remove all toys, garbage, garden tools and other items from view.
- Mow lawn and keep edged.
- Close garage doors.
- Put colorful flowers in front of house.

Often, while waiting to be let in, the first thing a buyer looks at closely is the front door.

- Put new paint on the front door.
- Buy a new door mat.
- Buyers take a close look at the basement of a home. They will look for bad wiring, leaky pipes and signs of decay.
- Clean out basement and dispose of everything you are not going to move.
- Ensure that there is plenty of lighting.
- Sweep or vacuum floor.
- Stack items neatly against walls.

The kitchen is often the most important room in the house. Make it bright and attractive.

- Put a vase of fresh flowers on the table.
- Replace curtains or clean existing ones.
- Remove appliances from counters.
- Create a pleasant fragrance in the kitchen (i.e. vanilla, cinnamon).



Preparing Your Home

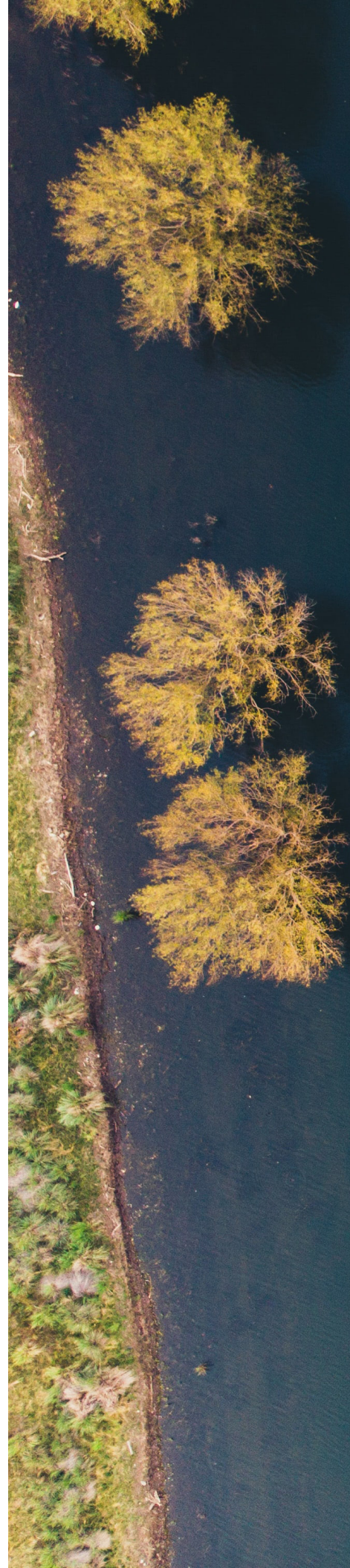
THROUGH THE EYES OF THE BUYER

It is important that bathrooms are clean, bright and smell fresh.

- Install a new shower curtain and replace worn throw rugs.
- Polish all fixtures.
- Open windows.
- Hang bright, fresh towels.
- Remove stains from toilets and bathtubs.
- Use air freshener.
- Display colorful soaps.

The living room

- Clean out the fireplace and place logs in it.
- Polish all woodwork.
- Put big furniture in storage so rooms are not cluttered or crowded.



PREPARING YOUR HOME

Repair and Cleaning Checklist

FRONT DOOR

- Newly painted
- Doorbell operating
- Door brass polished
- Hinges oiled

EXTERIOR OF HOUSE

- House recently painted
- Gutters recently cleaned
- Exterior lights operating
- Missing shingles replaced
- Moss removed from roof

DRIVEWAY

- Resurfaced
- Potholes patched
- Recently sealed

PATIOS

- Wood stained or painted
- Fencing secure

WINDOWS

- Window trims painted
- Windows operating freely
- Cracked windowpanes replaced
- Windows washed

LAWN

- Lawn in good condition
- Grass mowed
- Edges trimmed

TREES/SHRUBS

- Dead branches pruned
- Dead shrubs replaced
- Overgrown shrubs pruned



ENTRY

- Entry lights operating
- Floors cleaned
- Closet cleaned
- Closet light operating

LIVING ROOM

- Recently painted
- Cracks in ceiling/walls repaired
- Leaks repaired and watermarks covered
- Wallpaper secured
- Woodwork repainted
- Curtains/drapes/blinds cleaned
- Drapes/blinds opened
- Carpets cleaned
- Furniture positioned to show space

PREPARING YOUR HOME

Repair and Cleaning Checklist

KITCHEN

- Sink free of stains
- No dripping faucets
- Appliances in good working order
- Walls, cabinets free of stains
- Countertops cleared and cleaned
- Pantry neatly arranged
- Pantry hardware replaced
- Refrigerator defrosted

FAMILY ROOM

- Cracks in ceiling/walls repaired
- Leaks repaired and watermarks covered
- Wallpaper secured
- Woodwork repainted
- Windows washed
- Curtains/drapes/blinds cleaned
- Windows operating freely
- Drapes/blinds opened
- Carpets cleaned
- Hobby supplies put away

BEDROOMS

- Cracks in ceiling/walls repaired
- Leaks repaired and watermarks covered
- Woodwork repaired
- Wallpaper secured
- Windows washed
- Curtains/drapes/blinds cleaned
- Floor waxed/refinished
- Carpets cleaned
- Beds made
- Laundry put away
- Floor free from clutter

BASEMENT

- Cracks in ceiling/walls repaired
- No evidence of water penetration
- Dampness removed
- Cold water pipes covered
- Dehumidifier installed
- Sump pump installed
- No musty odors
- Drains cleared
- Furnace cleaned
- Storage neatly arranged
- Excess storage removed
- Floor swept
- Light fixtures operating
- Handrail secure
- Stairway runner secure

DINING ROOM

- Cracks in ceiling/walls repaired
- Leaks repaired and watermarks covered
- Wallpaper secured
- Woodwork repaired
- Windows washed
- Drapes/blinds open to view
- Floor waxed/refinished
- Carpets cleaned

BATHROOMS

- Sink stains removed
- Leaky faucets repaired
- Grouting stains removed
- All joints caulked
- Missing tiles replaced
- All fixtures operating
- Floors cleaned
- New shower curtain
- All supplies stored
- Guest towels

Carbon Monoxide 411

On April 1st 2012, newly passed carbon monoxide detector rules went into effect in Washington State. Here is the most up to date information on these new rules:

- **All SELLERS of residential property must install carbon monoxide alarms prior to closing. Detectors must be installed on every level of the home.**

Carbon Monoxide detector legislation is of such great importance because between 1990 and 2005 Carbon Monoxide killed over 1,000 Washington residents. Carbon Monoxide is a poisonous gas that cannot be seen or smelled, and can become deadly within minutes.

