Properly preparing your home for sale is one of the best ways to make a favorable impression that will help it sell more quickly and for the best price. I can help you stage your home or refer you to an accredited staging professional. But there are a lot of things you can do yourself, both before and during showings, to improve its appeal.

BEFORE SHOWINGS:

- Turn on all interior lights, even during the day, and exterior lights at night.
- Make the temperature comfortable—approximately 68 degrees.
- Keep pets in a separate area, and change litter boxes daily.
- Put money and other valuables away and out of sight.
- Keep curtains, drapes and shades open.
- Open all doors inside the home, except closets.

DURING SHOWINGS:

- A buyer will likely spend more time previewing your home if you're not there.
- If you can't leave the home, try to stay out of the way, and keep children quiet and out of the way.
- Don't precede or follow potential buyers through your home.
- Let the sales associate show and sell your home.

Here's a checklist to help you identify areas in your home that may need improvement in order to make the best impression on potential buyers.

ENTRY, LIVING, DINING, FAMILY ROOMS
- ❑ Traffic Patterns
- ❑ Furniture Arrangement
- ❑ Window Coverings
- ❑ Fireplace
- ❑ Floors/Carpet
- ❑ Walls & Ceilings

KITCHEN
- ❑ Countertops
- ❑ Cabinets—Exterior & Interior
- ❑ Appliances
- ❑ Faucets
- ❑ Sinks
- ❑ Floor
- ❑ Walls & Ceiling

BATHROOM(S)
- ❑ Tub
- ❑ Shower Enclosure
- ❑ Tile & Grout
- ❑ Sinks & Counters
- ❑ Toilet
- ❑ Faucets
- ❑ Floor
- ❑ Walls & Ceiling

BEDROOM(S)
- ❑ Traffic Patterns
- ❑ Furniture Arrangement
- ❑ Window Coverings
- ❑ Closets
- ❑ Floor/Carpet
- ❑ Walls & Ceiling

YARD
- ❑ Lawn
- ❑ Hedges & Shrubs
- ❑ Flower Beds
- ❑ Fences & Gates
- ❑ Walks & Driveways

HOME EXTERIOR
- ❑ Paint
- ❑ Trim Paint
- ❑ Porches, Decks, Railings
- ❑ Brickwork
- ❑ Siding
- ❑ Front Door
- ❑ Roof

BASEMENT
- ❑ Stairway
- ❑ Floor
- ❑ Storage Areas
- ❑ Finished Areas
- ❑ Windows & Window Coverings

GARAGE
- ❑ Door
- ❑ Storage

GENERAL
- ❑ Doors
- ❑ Windows
- ❑ Window Frames
- ❑ Lights