



Preparing Your Home

With buyers, first impressions count. A small investment in time and money will give your home an edge over other listings in the area when the time comes to show it to a prospective buyer.

Here are some suggestions that will help you to get top market value:

Mental Preparation

Make mental/emotional decision to "let go"
"Package" product/house to sell
Buyers open cabinets & closets and believe organized
Sellers take better care of their house

General Maintenance

Oil squeaky doors
Tighten doorknobs
Replace burned out lights
Clean and repair windows
Touch up chipped paint
Repair cracked plaster
Repair leaking taps and toilets

Spic and Span

Shampoo carpets
Clean washer, dryer, and tubs
Clean furnace
Clean fridge and stove
Clean and freshen bathrooms
De-personalize: allow the focus to be on the buyer
De-clutter: put knickknacks, books in a box & store
Begin the packing process

The First Impression

Clean and tidy entrance
Functional doorbell
Polish door hardware
Make sure visitors can clearly read your house number

Curb Appeal

Cut lawns
Trim shrubs and lawns
Weed and edge gardens
Pick up any litter
Clear walk and driveway of leaves
Repair gutters and eaves
Touch up exterior paint

The Buying Atmosphere

Be absent during showings
Turn on all lights
Light fireplace when cold outside
Open drapes in the day time
Play quiet background music
Keep pets outdoors

The Spacious Look

Clear stairs and halls
Rent storage and store excess furniture
(i.e. bookcases, extra table leaves, items in walkways)
Leave only furniture to showcase a room's purpose
Clear counters and stove
Make closets neat and tidy
(i.e. throw away or donate if items not used in over one year)

Remove/Replace Favorite Items

If you want to take window coverings, built-in appliances or fixtures (i.e. chandeliers) remove and/or replace them now
Hang fresh towels
Replace worn bedspreads and rugs



Preparing for Photography & Showings

Photographer prefers homeowner remove/hide personal items. If photographer feels the need to remove any personal items, they can not be responsible for placing them in the exact same spot but will do their best. Photography may take up to 2 hours, depending upon the size of the house.

Pictures are the best source of marketing for your house on the internet/on-line and flyers. Please help us help you get the best value for your home.

- Cars - remove cars, bikes & trailers from the driveway and from in front of the house.
- No photography of interior of garage, cabinets or closets, unless requested by owners.
- Give your house the appearance of a model home to make prospective buyer's wonder if someone is actually living in the house.
- Clear off countertops & tabletops.
- Decorative accessories are fine, try to use just a few (less is more). The larger items are often used in model homes, this gives appearance of more space. Smaller decorative items (i.e. magnets on the refrigerator) are a distraction. This is especially true in photography.
- Please check for burnt out or mismatched lightbulbs and replace, especially in bathrooms. Fixtures need to have the same type lightbulb.
- Bathrooms: remove all movable objects - soaps, shampoos, bathmats, toys, scales, bins, vanity items, toothbrushes, toothpaste, razors, hairdryers, etc.
- Make sure glass (i.e. shower) and mirrors are spotless.
- Hanging towels should match or complement one another.
- Remove/hide toilet-bowl utensils (may be in the way of certain photography angles).
- Manicure lawn/shrubs. A "pop of color" with a potted plant in front is a nice touch.
- Remove garden hoses, rakes, garden accessories.
- Pool needs to be clean and sparkling. Remove pool toys and cleaning accessories.
- 60 minutes before shoot (optional):
 - Set dining/kitchen table
 - Open all blinds if possible
 - Turn on all lights
 - Turn off ceiling fans
 - Turn off TV
 - Put pets & children away

Have Your Home Ready For The Inspector

A proper home inspection takes approximately 2.5 to 4 hours depending on the size of the home. Occasionally conditions exist which make areas &/or systems inaccessible for inspection. This may cause a buyer to schedule a return inspection at an additional cost.

- PLEASE clear adequate kitchen counter space for the inspector to work at.
- Any thing you would like or need to relay to the inspector please leave note on clean kitchen counter.
- Let the inspector know if there are any items, systems or areas that should not be inspected or tested due to known damage &/or potential hazards.
- Window blinds that are cut short and sometimes fall out of the support brackets – let the inspector know
- Pets either remove from property or secure so that they will not get away or block the inspectors work.
- Security system ON or OFF? (if ON, the inspector will need the codes in advance of the inspection date).
- If the home is winterized, have it dewinterized before the inspection date.
- Water on to the property?
- Electric on to the property?
- Gas on to the property?
- Heating system & water heater pilot lights on?
- Sprinkler - make sure water is turned on at the valve box ready to operate
- Doors to exterior with dead bolts please unlock or have keys readily available to open.
- Unlock yard gates.
- Remove all items blocking passage & access to: water heaters, furnace, sprinkler time clock, pool/spa equipment, and crawl spaces beneath the home.
- Clear the range top & remove items from oven & microwave.
- Clear the kitchen sink.
- Have dishwasher loaded (ready with soap if you choose). We will run it through a complete cycle.
- Remove knick-knacks from toilet lids.
- Remove baby proofing (one safety cover from each outlet).
- Attic access blocked by vehicle, storage, shelving or other items?
- Remove items blocking access to attic furnace(s); clear a path to the equipment.
- Remove all exterior faucet covers or freeze guard.
- Leave out remote controls in an obvious place in the room that operates fans/lights.
- Leave out remote control or instructions for powered driveway gates.
- Have the gas key available at the fireplace.
- Ice makers or small refrigerators please turn on the day prior to inspection.
- Make sure pool levels are up high enough to operate the equipment. If you have a pool sweep please have it connected ready to operate. If there is a gas furnace with a pilot light, please make sure that it is lighted.
- If pier & beam foundation - remove all items blocking the crawl space hatch. Leave an obvious note in the kitchen explaining where to find the access hatch(s).
- Regarding termite inspections; 1) remove wood & fire wood sitting directly on the ground next to home (the further the better) 2) Sheds or structures against the home are often considered a conducive condition (move back from home far enough so that the foundation is clearly visible) 3) dense foliage hiding the foundation should be cut back six inches from the home to expose the foundation 4) soil covering the foundation & brick veneer needs to be lowered so that at least two inches of foundation can be seen.

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