



# Cardinal & Finch

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## Present your house under the best light

When the buyers have choices in the properties they will consider purchasing, it is even more critical to present yours under the best possible light. Following, we will give you a few tips on how to prepare your house to ensure the best possible sale. They only represent the most common ones and we would be happy to discuss with you in detail how to adapt this to your house and what else you might be able to do in your particular situation.

### Lets start with the outside:

It is the first view that any interested party will get from your property and often the buyer will make a decision to pursue this property on an initial drive by. Even though we are always asked to "not judge a book by its cover", this happens everyday in real estate and those first impressions are difficult to change, so make them the best ones!

#### Landscaping:

- Maintain lawn in good condition, regularly mowed
- Weed flower bed
- Plant flowers
- Trim edges and bushes
- Pick up debris, dead branches, leaves,...

#### Outdoors:

- Repair cracks in the driveway and/or seal
- Patio and decks should be clean
- Exterior lighting
- Keep access to the house inviting

#### The exterior of the house:

- Touch up peeling paint
- Power wash the exterior
- Clear gutters
- Wash windows
- Clean front door, including door handle
- Make sure the locks work properly
- Check all outside light fixtures

## **Moving inside:**

When stepping inside your house, the buyer will build on his initial outside impression and see if the property has the potential of becoming his home. Help him feel welcome and give him the ability to picture himself in your house.

**The most important step inside is to de-clutter:** start putting away in boxes everything you don't use on a regular basis, weed out, give away, conduct a garage sale, anything required to make room. And the added benefit: your house feels bigger now!

Some additional tips for various areas:

### **Kitchen:**

- Keep counters as clear as possible
- Don't overstuff your cabinets
- Clean appliances
- No dirty dishes in the sink!

### **Bathrooms:**

- Keep tub/shower clean
- Consider caulking
- Check faucets
- Replace shower curtain
- Put away personal items from counter

### **Bedrooms:**

- Take out everything not used
- Make sure closets can be opened and are not stuffed
- Make the bed! and no dirty laundry...

### **In General:**

- Freshen-up paint
- Clean carpets
- Check the lights, replace burned-out lightbulbs
- Clean windows

## **It's show time!**

Do one last pick-up

Turn on the lights

Burn a candle (not too many or people will wonder what you are hiding!)

If possible, leave the house to give the buyer time and space