

## **Increasing your home's appeal**

Remember the 60-second rule: That's all the time you have to create a winning first impression. Here are some simple to significant ways to maximize your home's appeal.

### **Exterior**

- \* Keep the grass cut and remove all yard clutter.
- \* Weed and apply fresh mulch to flower beds.
- \* Apply fresh paint to wooden fences.
- \* Tighten and clean all door handles.
- \* Clean windows inside and out.
- \* Powerwash home's exterior.
- \* Ensure all gutters and downspouts are firmly attached and functioning.
- \* Paint the front door.
- \* Buy a new welcome mat.
- \* Place potted flowers near the front door.

### **Interior**

- \* Evaluate the furniture in each room and remove anything that interrupts "the flow" or makes the room appear smaller. Consider renting a storage unit to move items off-site.
- \* Clean and organize cabinets, closets and bookshelves.
- \* Clean all light fixtures and ceiling fans.
- \* Shampoo carpets.
- \* Remove excessive wall hangings and knick-knacks.
- \* Repair all plumbing leaks, including faucets and drain traps.
- \* Make minor repairs (torn screens, sticking doors, cracked caulking).
- \* Clean or paint walls and ceilings.
- \* Replace worn cabinet and door knobs.
- \* Fix or replace discolored grout.
- \* Replace broken tiles.
- \* Replace worn countertops.

### **Special details for showings**

- \* Turn on all the lights.
- \* Open all drapes and shutters in the daytime.
- \* Keep pets secured outdoors.
- \* Buy new towels for bathrooms.
- \* Buy new bedding for bedrooms.
- \* Replace old lamps or lampshades.
- \* Play quiet background music.
- \* Light the fireplace or clean out the ashes and light a candelabrum.
- \* Infuse home with a comforting scent, such as apple spice or vanilla.
- \* Set the dining room table for a fancy dinner party.
- \* Vacate the property while it is being shown.