

# 12 PROPERTY REFINEMENTS TO SELL FASTER, AND AT THE HIGHEST PRICE

## 1. GET MOVE IN READY

Potential buyers will be impressed with a well-maintained house that requires few touch-ups and fixes. Taking care of repairs prior to showings can help keep your sale on track.



## 2. LET THE LIGHT SHINE IN

Let in as much natural light as you can. Remember, higher wattage bulbs make the space feel larger and consistent soft lighting adds warmth.



## 3. CHECK THE BASEMENT

Make sure the basement is clean, dry, and well-lit. Consider having an HVAC technician perform an annual tune-up for mechanicals including furnace, water heater and central air.

## 4. CONSIDER CURB APPEAL

Take a look at your home's exterior. Consider a fresh coat of paint, check your front door, rain gutters, and maintain your yard to make a great first impression.

## 5. CLEAR THE CLUTTER

You'll need to be ready to show your house at any time. Keep the house tidy so you don't have to frantically clean when the time comes.

## 6. DO A SAFETY CHECK

Keep the drive and walkways clear of leaves and snow to ensure everyone can get in safely. Potential buyers are not familiar with your home, so make sure doors and stairways are well-lit and clutter-free.

Now is also the time to remove your valuables. Lock down your computer, and put away any paperwork to ensure that home showings are a safe and pleasant experience for both you and the potential buyers.

## 9. ENCOURAGE IMAGINATION

Help buyers picture themselves living in their new home by taking down family photos and putting away personal items.

## 11. HIDE PETS

We love our pets however they can be a distraction at showings. Be sure to clean up your pets yard waste and put away the litter box.

## 7. TIDY CLOSETS

Declutter closets and your pantry to make them appear roomier. Ideally, there should be no items on the floor. Storage space sells homes!



## 8. ORGANIZE THE KITCHEN

Check for plumbing leaks and store any non-essential, small appliances to keep counters clear. It's a good time to clean the oven, wipe down the refrigerator, and ensure stainless steel sparkles.

## 10. MAKE BATHROOMS SHINE



Buyers love the allure of a fresh, beautiful bathroom. Clear off the counters, maximize storage, and make sure all plumbing is in good working order.

Be sure to clean everything, including exhaust fans and grout to showcase your well-maintained home.

## 12. WORK WITH YOUR ADVISOR

Your WRG Advisor will offer specific guidance for preparing your home for market and is a great resource for identifying preferred local contractors who can help.