

# Home Prep Guide

Preparing Your Home for Maximum Appeal and Minimum Stress throughout the sales process

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## Deep Clean

Your home needs to be professionally cleaned. If you can't do it, hire it done. Many times, we can't see the dirt in our own homes because we've lived there so long and grown used to it. But buyers can and will assume lack of maintenance everywhere. Don't forget these areas:

- Carpets deep cleaned. We have a discount with Modernistic you can use.
- All baseboards, doors and trim wiped down.
- All grout cleaned.
- All white caulk in bathrooms and kitchen freshened or redone.
- All light fixtures washed
- All light bulbs working and use the same bulbs if within a room or single fixture.
- All blinds dusted. Curtains washed or dusted.
- Windows washed inside and out. Don't forget the sills.
- Vacuum everywhere. This includes under beds and behind furniture. Many people are highly sensitive to dust and allergens and we can smell the dust the moment we enter.
- All appliances inside and out.

**INCREASE YOUR  
SALES PRICE BY 1%  
TO 5% WITH THESE 3  
EASY THINGS**

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### DEEP CLEAN

A dated, yet meticulously cleaned home will still get praise from buyers.

### DE-CLUTTER

The fastest way to take away stress and add square footage.

### FRESH PAINT

Clean, fresh and appealing. Helps with dirt, smells, and perceived updates.

## **EXTERIOR**

- Make sure there are no vehicles in the driveway.
- Put away any garden hoses, tools, and trash cans.
- Make sure patio or deck furniture is clean and arranged in a pleasing manner.
- Make sure porch and exterior lights are on for showings after dark – which may be 5 pm!
- Plow or shovel and salt driveway and walkways.
- Freshly mowed lawn. Weed landscape beds and put down fresh mulch.

## **ENTRANCE/THROUGH OUT**

- Remove area rugs (want to see floors).
- Odor Neutral! No odors including recently cooked food, pets, must/mold, no candles or air fresheners.
- Have all lights on and blinds and curtains open.

## **KITCHEN**

- Put away towels and dishrags. Clear all sponges, soaps and towels from sink area.
- Take ALL items off the refrigerator including magnets & any items on top of the fridge.
- Clear your countertops of all items except a few you use daily (i.e. coffee maker)
- Put up area rugs (want to see the floor).
- Put away pet food dishes & water. Also ensure bags of food and litter are put away and don't smell.
- Put away garbage cans.

## **BEDROOMS**

- Make all beds. Comforters should be freshly washed or new. Use white pillows and pillowcases.
- Make sure nothing under the bed is visible.
- Replace heavy drapes with white or sheer curtains.
- Clear all items off dressers & nightstands (except maybe an alarm clock & light)
- Clear floor and bed of toys or stuffed toys. Clear out any extra side tables, chairs, small furniture items.

## **BATHROOMS**

- Remove bath rugs and personal towels.
- Make sure shampoos and other shower items are put away, including wet towels.
- Clear off vanity (except for soap).
- Clear off all items on the toilet. Hide all toilet brushes and magazines. Leave seats DOWN.

## **LIVING ROOM/AREAS**

- Put away blankets.
- Make sure there are clear and wide traffic paths for buyers and agents to walk through.
- Clear all items including magazines, books and remotes off tables and horizontal surfaces.
- Clear out any extra side tables, chairs, small furniture items.
- Clear away any family photos or excessive decorations from fireplace mantles.

## **OFFICE/STUDY/DEN**

- Clear your office desk. If possible, only your computer & a few decorative items.
- Bookcases or open shelving should be 1/3 full and 2/3 empty space.

## **UTILITY ROOM**

- Clear all clothes baskets, detergents of washer/dryer.
- Make sure there are no clothes hanging.
- Neatly stack any moving boxes and storage items. Ensure access to furnace, water heater and electric.

## Quick Glance Checklist for Showings:

1. Turn on all lights inside and outside.
2. Make sure GR Home Team Property Binder and brochures are left out.
3. Don't forget all the pets and kids! Take them with you.
4. Leave 10 minutes before scheduled showings.
5. Shovel or salt the front walk.
6. No candles/air fresheners.
7. Be calm! We got this!





# HOTEL CLEAN

GR Home Team coined this phrase to give you a picture of how well you should clean. Imagine entering a 5 star hotel and finding wet towels, toothbrushes, hair, and pet bowls from the last guest in the bathroom? Or finding sticky kid smudges on the fridge and pet tracks on the floor of your rental space. You would be grossed out and likely quickly leave. Bathrooms and kitchens should have no trace of the residents that live there!

**Bathroom Towels** - The only towels displayed in the bathroom should be brand new white towels and we are happy to supply these for you if needed!

**Beds** - Beds should have freshly laundered or new comforters and lots of fresh white pillows. Walmart and Costco are perfect to find very reasonable Bed-In-A-Bag options and white pillows.



## Fresh Paint & Caulk



### Fresh paint can make your home look 10 years younger!

Buyers don't want projects. There is a common myth that buyers would rather choose their own paint and carpet vs seller going ahead and doing it...Nope! Buyers want move-in ready and will pay for it. Focus on these areas:

- Front door
- Foyer – first impressions are created in 6 seconds and are hard to change.
- Kitchen
- Bathroom
- Master bedroom

Use neutral paints. It's true that homes painted white and gray/taupe do sell for more.

We recommend Behr Premium Plus one coat paint in Eggshell Enamel or Satin finish.

Our favorite color is Wheat Bread.

**Fresh white caulk is essential in bathrooms. Ensure no mold or old caulk around tub and sink areas.**

## GR Home Team offers free light staging!

When you hired us, you hired a partner. We want you to be able to reap the rewards of a higher sales price and less stress along the way. Your happiness and well-being is our goal. On photo day, we will arrive before the photographer and will go room-by-room to make sure everything is how we want it. We may shift furniture, remake some beds, store some clutter, open blinds, or add fresh towels and pillows to your space. All to make it picture perfect and more appealing to buyers.

