

SOUND OFF *Patty McManus*

# What should every seller know about preparing their home for sale?



The old adage “you never get a second chance to make a first impression” holds true in real estate as well. Every seller should be preparing their home to be the best it can be. Buyers will pay more if they feel that the home is in move-in condition and they will not have to start out making repairs or have major cosmetic projects.

First and foremost, it’s all about curb appeal. When the prospective buyer pulls up to the home for the first time, the seller wants that buyer to fall in love. Make sure the landscape is pristine.

The grass should be freshly mowed, flower gardens should be free of weeds and freshly mulched and annuals should be planted for extra color. Beautiful containers should flank the new welcome mat, and the front walk and porch should be swept.

Windows should be cleaned and when possible, screens removed to allow more natural light to enter the home.

All paint, both interior and exterior, should be free of chips and flakes.

Clean and freshen up rooms by removing any unnecessary furni-

ture to make the room look larger. Clutter should be stored away. Organize closets and store unnecessary items.

Floors should be clean, and the kitchen and bathrooms should be spotless. All appliances should be in working order and repairs that have been put off should be done prior to marketing the property.

Eliminate any source of unpleasant odors. Cooking, a litter box and other odors should be addressed before showings. It is also a great idea to pop some brownies in the oven. Buyers love the smell. If you’re feeling gener-

ous, you might also want to leave some brownies on the counter with a little note inviting them to sample the goodies.

Fresh flowers are always a nice touch. They add color and say, “Welcome.”

The sellers should look at the home through the eyes of potential buyers. A Realtor can offer some specific advice and be an invaluable resource in a seller’s preparation.

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