

## PREPARING YOUR HOME FOR SHOWING

*When selling your home, appearance can be the single most important thing that attracts a buyer. Many needed improvements and repairs can add to the value of your home. Here are a few tips to help you maximize your home's value.*

- Keep your house and garage tidy
- Repair sticking doors and windows
- Decorate faded walls and touch-up worn woodwork
- Replace cracked windows, door windows and torn screens
- Clean and sanitize carpets and rugs
- Replace worn carpeting and rugs
- Repair broken switches and light bulbs
- Wash or paint exterior, if necessary
- Repair leaky plumbing
- Abolish objectionable odors
- Keep pets out of sight and under control
- Keep television and radio volumes low or off
- Never apologize for appearance
- Leave showing entirely to your agent
- Make sure your lawn or other landscaping is neatly trimmed and mowed
- Make certain your yard is clean of refuse and leaves
- Open the drapes and curtains. Clean the windows
- Dark rooms do not appeal to most buyers
- Have your closets clean and organized, they will look more spacious
- Repair or replace discolored or damaged caulking around bathtubs/showers
- Give the real estate associate a key for use when you are not there
- Remember a missed showing can result in a missed sale.

**“appearance can be the single most important thing”**



*New Bern real estate begins here...*

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