



*Thomas Ervin*

## **Let's Talk About Real Estate**

### **“KEEPING YOUR HOME READY FOR SHOWINGS”**

Selling your home is a chore. There is no other way to describe it. If you are going to get top dollar, your home must be in top condition. This requires that you make a list of major things that must be done prior to putting the house on the market. Perhaps some painting, wallpapering, or repairs are needed inside and outside. Most homeowners understand that these one-time items must be taken care of before inviting potential buyers to see the house. If you don't know which of these things are most important from a selling point of view, ask your Realtor for his or her opinion.

Now that the major items have been done, your home must be ready to be shown to buyers upon a thirty-minute notice. What must you do on a daily basis to keep your home in a ready condition?

**KITCHEN:** This is the room that is constantly in use, takes longer to clean, and gets the closest attention from buyers. One of the things to control is the odor from various foods. If you enjoy certain foods that have a distinct odor that may be objectionable to potential buyers, you would be well advised to postpone cooking them until the house is sold. Don't let plates, silverware, and glassware pile up. You may not be able to get them all cleaned and put away before the showing. If you have a trash compactor, it is also wise to empty it prior to each showing. Many people draw conclusions about the care a house has had by examining the inside of the oven. If you do not have a self-cleaning oven, you might want to consider cleaning it thoroughly before putting the house on the market and making a point of keeping it spotless until the sale is completed.

**BATHROOMS:** Bathrooms are also given a close look. If you have more than one bathroom, it might be a good idea to check periodically during the day so that they are always in showing condition.

**BEDROOMS:** Obviously, beds must be made and clothes put away each day upon rising. It is also important to inspect closets regularly for neatness.