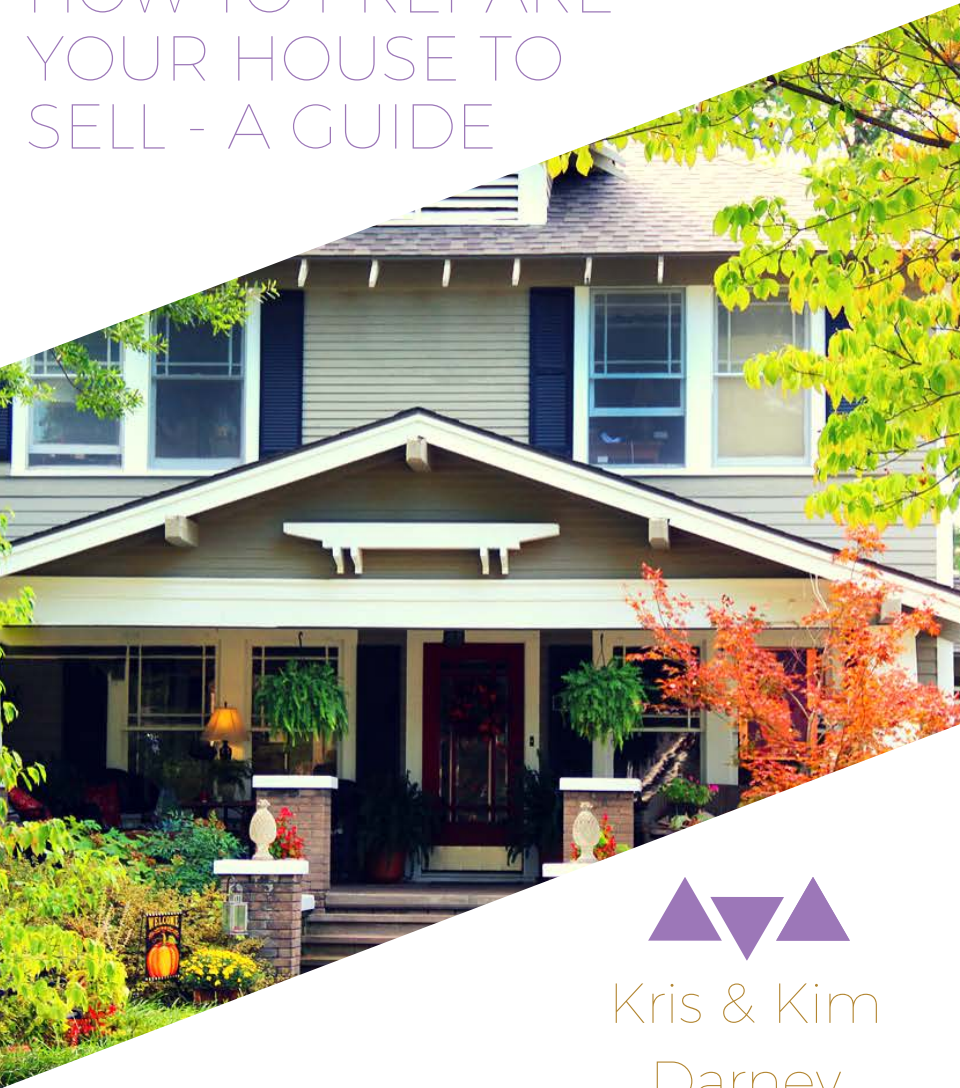


# HOW TO PREPARE YOUR HOUSE TO SELL - A GUIDE



Kris & Kim  
Darney

CARTIER PROPERTIES  
LIVING SIMPLY



# 1: Let Go Of The Emotion

HOW TO PREPARE YOUR HOUSE FOR SALE

# Emotion

Get Ready to hand over  
the keys to the new  
owner.  
No time to look back on  
memories...the  
memories are always  
with you. Look forward  
to the future.







# 2: De- Personalize

HOW TO PREPARE YOUR HOUSE FOR SALE



Pack up the family heirlooms and personal photographs. The buyer needs to imagine their own photos on the wall.

You want the buyer to think ...  
"I can see my family living here."





# 3: De-Clutter

HOW TO PREPARE YOUR HOUSE FOR SALE

# De-Clutter

If you haven't used it in over a year...donate it!

- We recommend ordering a trash container and filling it with items that really are not worth donating.
- Pack up the knick knacks.
- Take everything off of the kitchen counters.
- If you don't need it, store it or donate it.
- This is a great "head start" to packing for your move.







4:

# Rental Unit

HOW TO PREPARE YOUR HOUSE FOR SALE



# Rent a Storage Unit

If you have a lot of "stuff" – Store it!

Most homes show better with less furniture. Leave just enough furniture in each room to showcase the room's function. You don't want buyers wondering,

"What is the purpose of this room?"





# 5: Swap It

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# Swap It

Replace or Remove what your not leaving for the new owner – Once a buyer sees it...It's Too Late...in their mind!

If you have built in appliances that you are not going to leave at the house, get them out and replaced.

Special lighting can easily be replaced, if the buyer never sees it, they won't want it.

Once you tell the buyer it's not coming with the house it will be a coveted piece and could be a deal killer.







# 6: Fix It

HOW TO PREPARE YOUR HOUSE FOR SALE





# Fix It

Repairs made now  
will help you get  
top dollar.

- Patch any holes in the walls
- Fix leaky faucets
- Paint if the house needs it
- Replace any and all light bulbs that are not working
- Replace cracked tiles on counter and on floor.
- Fix doors that don't open correctly



# 7: Clean

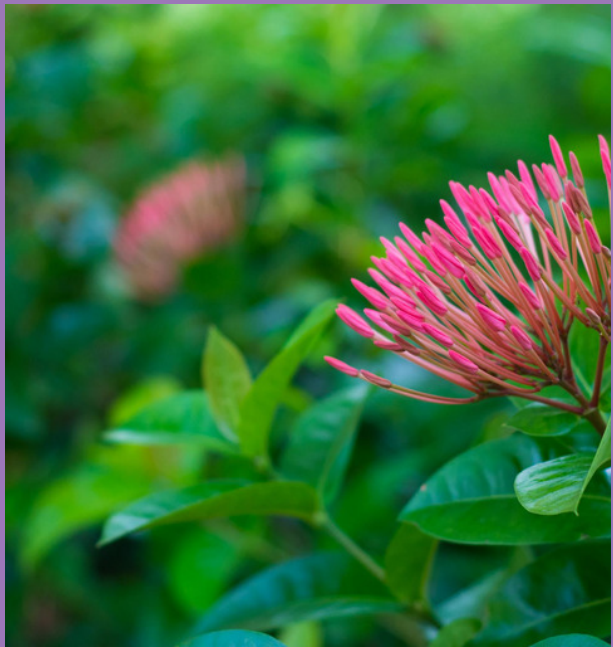
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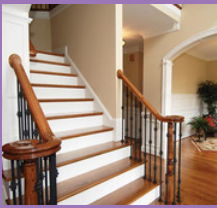


# Make It Sparkle

## You want to sell this house!

- Make sure the windows sparkle.
- Clean away the cobwebs...they "live" everywhere.
- Re-caulk the tubs, showers and sinks.
- Polish all of the water faucets.
- Clean all restrooms...top to bottom.
- Wax the floors and vacuum the rugs...daily!
- Dust the ceiling fans...they can be scary!
- Replace your beds linens if needed.





Our team has sold hundreds of homes. To be brief, we've got chops. To be clear, getting a home sold requires that three polished skills be put into effect for every transaction. To be smug, we've got those skills in spades. Pricing: Most homes are hardly priced appropriately. Our approach, however, is different than most. We use a method termed highest price analysis, in which we scrutinize pertinent homes in three categories; sold homes, as per the criteria of an appraiser, homes that are currently under contract, and [most importantly] the current, active competition. We've got a keen understanding of exactly how these categories relate to one another. That knowledge, paired with some savvy data interpretation, is what enables us to price your home aggressively enough to sell, and get top dollar for the property.

*Kris & Kim*

