



**Sugar Creek Real Estate LLC**  
PO Box 64  
New Palestine, IN 46163  
[www.sugarcreekrealestate.net](http://www.sugarcreekrealestate.net)

## Preparing Your Home For Sale

### 1. **Make the Most of that First Impression**

A well-manicured lawn, neatly trimmed shrubs and a clutter-free porch welcome prospects. So does a freshly painted - or at least freshly scrubbed - front door. If it's autumn, rake the leaves. If it's winter, shovel the walkways. The fewer obstacles between prospects and the true appeal of your home, the better.



### 2. **Invest a Few Hours for Future Dividends**

Here's your chance to clean up in real estate. Clean up the living room, the bathroom, the kitchen. If your woodwork is scuffed or the paint is fading, consider some minor redecoration. Fresh paint adds charm and value to your property. Prospects would rather see how great your home really looks than hear how great it COULD look, "with a little work."

### 3. **Check Faucets and Bulbs**

Drippy water faucets rattle the nerves; discolored sinks suggest faulty or worn-out plumbing. Burned out bulbs leave prospects in the dark. Don't let little problems detract from what's right with your home.

### 4. **Don't Shut Out a Sale**

If cabinets or closet doors stick in your home, you can be sure they will also stick in a prospect's mind. Take care of these issues before ever showing your home. A little effort on your part can smooth the way toward a closing.

### 5. **Make Room for Space**

Remember, potential buyers are looking for more than just comfortable living space. They're looking for storage space too. Make sure your attic, basement, and garages are clean and free of unnecessary items.

### 6. **Consider Your Closets**

The better organized a closet, the larger it appears. Now's the time to box up those unwanted clothes and donate them to charity.

## Team Sugar Creek

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**7. Kitchens, Kitchens, Kitchens**

Kitchens are very important to buyers. Make your kitchen as bright and clutter free as possible. If your cabinets are aged and dated you can paint them and add some new hardware. If your flooring is faded and worn, you can install new flooring fairly inexpensively. A little money now will bring great rewards when you receive an offer.

**8. Make the Bathrooms Sparkle**

Bathrooms sell homes, so let them shine. Check and repair damaged or unsightly caulking in the tubs and showers. For added allure, display your best towels, mats and shower curtains.

**9. Create Dream Bedrooms**

Wake-up prospects to the cozy comforts of your bedrooms. For a spacious look, get rid of excess furniture. Colorful bedspreads and fresh curtains are a must.

**10. Open up in the Daytime**

Let the sun shine in! Pull back your curtains and drapes so prospects can see how bright and cheery your home is.

**11. Lighten up at Night**

Turn on the excitement by turning on all your lights, both inside and outside, when showing your home in the evening. Lights add color and warmth, and make prospects feel welcome.

**12. Watch Your Pets**

Dogs and cats are great companions, but not when you're showing your home. Pets have a talent for getting underfoot. Do everybody a favor: keep your cats or dogs outside, or at least out of the way.

**13. Avoid Crowd Scenes**

Potential buyers often feel like intruders when they enter a home when the homeowners are there. Rather than giving your house the attention it deserves, they're likely to feel uncomfortable and hurry through.

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**14. Relax**

If you must be present at the time of your showing, be friendly, but don't try to force conversation. Prospects want to view your home with minimal distractions.

**15. Don't Apologize**

No matter how humble your abode; never apologize for its shortcomings. If a prospect volunteers a derogatory comment about your home's appearance, let your REALTOR handle the situation.

**16. Keep a Low Profile**

Nobody knows your home as well as you do. But your REALTOR knows buyers - what they need and what they want. Your REALTOR will have an easier time articulating the virtues of your home if you stay in the background.

**17. Don't Turn Your Home into a Second-Hand Store**

When prospects come to view your home, don't distract them with offers to sell those furnishings you no longer need. You may lose the biggest sale of all.

**18. Defer to Experience**

When prospects want to talk price, terms, or other real estate matters, direct them to your REALTOR.

**19. Help Your Agent**

Your REALTOR will have an easier time selling your home if showings are scheduled through our office. You'll appreciate the results!

**20. Make your home a Model Home**

Buyers love model homes because it's what they want their home to be. Your job as the seller is to make potential buyers feel like they are home. Keep it clean, uncluttered, and smelling good. Stage your home for a quick sell.

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