

When it comes to first impressions, the little things make all the difference and are often the difference between a good price and top dollar! Set aside a little bit of time and follow these five steps. Then, get ready to make a great impression on potential buyers and cinch the deal.

## **Step 1: Clean and Declutter**

It may sound obvious, but the importance of cleaning and decluttering cannot be overstated. Here are some ideas to make this process nearly painless.

**Eliminate clutter before cleaning:** This is the time to purge your house of unwanted and unnecessary items. In addition to donating items to charity, consider giving them away through Craigslist or neighborhood sharing groups. Recyclers are often willing to pick up and haul away large metal items for free.

**Deep clean your house:** This step will probably involve the biggest time investment. Get the whole family involved if you can! Think of this as a pumped-up spring cleaning. Pay special attention to kitchens and bathrooms, and clean the inside and outside of your windows — this makes a striking improvement in the overall appearance of your house.

**Organize closets, cabinets and drawers:** In this case, out of sight is not out of mind. Many potential buyers will open cabinets and closets, because they are thinking about storage space. Clean and organized storage areas signal to buyers that you take care of the house.

## **Step 2: Take the Color on Your Walls Down a Notch**

You may love your lime colored bedroom but it may sour a buyer. Go for neutral tones like beige or a light gray. Check out Sherwin Williams Accessible Beige (SW7036), Practical Beige (SW6100), Kilim Beige (SW6106), Gray Screen (SW7071) or Agreeable Gray (SW7029) for some great neutral colors recommended by many professional stagers. Paint is proven to be the highest return of all items

## **Step 3: Make small repairs**

Take care of these problems before you show the house for the first time. These are all fixes that you can do yourself or if you need a good, reputable handyman, contact The Miller Team:

Fix any leaking faucets and running toilets.

Replace caulking around tubs, showers and sinks.

Freshen up or repair grout as needed.

Repair walls and repaint them in a neutral, generally pleasing color that complements your home.

Fix cracked or broken windows.

Replace or repair damaged window screens.

Replace burned-out lightbulbs.

## **Step 4: Go for curb appeal**

You want potential buyers to be charmed by the outside of your house so they look forward to coming inside. Extend your pumped-up spring cleaning to the outside of your house too.

Trim bushes, shrubs and trees. Make sure vegetation isn't touching your roof or siding.

Repair broken downspouts and gutters.

If it's appropriate for your yard, apply new mulch, river rock and/or pea gravel. This can do wonders for your landscaping and provide immediate curb appeal.

Clean and repair concrete areas, such as driveways and walkways. Eliminate any oil or grease stains, and clean out any weeds coming up through the cracks.

If it's seasonally appropriate, put out some pots of annuals, which will maintain their color for the season.

Freshen up your doorstep with a new welcome mat and make sure the house numbers are easy to see.

## **Step 5: Contact The Miller Team for great guidance, pricing and marketing strategy!**