



# TIPS FOR A SUCCESSFUL OPEN HOUSE

## **YOU NEVER HAVE A SECOND CHANCE TO MAKE A GOOD FIRST IMPRESSION**

It is not always the BIG things, but more often the LITTLE things that will motivate and inspire others into action. These valuable tips can help make the most out of your next Open House event:

### **LET THE LIGHT IN**

Open the blinds and put brighter bulbs in the lamps. Bright, open rooms feel larger and more inviting.

### **LET SOME FRESH AIR IN**

If the weather is nice, open the windows. Also consider fresh flowers, a small bowl of vanilla or potpourri.

### **PROVIDE THE DETAILS**

Have property fact sheets with photos and area comparables available.

### **KEEP THE NOISE DOWN**

Turn the TV, dishwasher, washing machine and dryer off, then send pets to stay with a neighbor and turn on soft, instrumental background music.

### **TEAM UP WITH OTHER PROFESSIONALS**

Ask a local lender, home repair specialist, decorator or representative from your closing/settlement agency to attend and provide information about their services.

### **CLEAN AND UNCLUTTER**

Cleanliness signals to a buyer that the home has been well cared for and is most likely in good repair. Share the Open House Checklist with your seller so they can help make the perfect first impression.



# HOME SELLER OPEN HOUSE CHECKLIST

## INTERIOR

### Clean:

- Doors
- Windows
- Light switches
- Baseboards
- Carpets
- Draperies

### Paint:

- Paint/repaint rooms in neutral colors as needed

### Other tasks:

- Remove/pull back dark curtains

- Lubricate squeaky door hinges
- Clean ceiling fans
- Check for cobwebs in all corners
- Fix scratches in wooden floors
- Empty wastebaskets

- Repair/replace broken flooring
- Use area rugs, if needed
- Make beds
- Fluff or replace accent pillows

## KITCHEN

- Keep dishes and food out of sight
- Clean appliances
- Sweep/Mop

- Clean light fixtures
- Test electrical outlets
- Eliminate cooking odors

- Deodorize garbage disposal, dishwasher, and refrigerator
- Clean cupboards and under sink

- Replace garbage disposal gasket to reduce noise

## BATHROOMS

- Remove soap residue, mildew and mold from surfaces
- Clean out cabinets; remove nonessentials

- Keep fresh, clean towels on towel rack
- Clean/lubricate shower door

- Replace shower curtain
- Clean exhaust fan, heater; replace if broken or noisy

## BASEMENT

- Eliminate any signs of dampness
- Check for and eliminate cracks

## GARAGE/CARPORT/SHED

- Clean and unclutter
- Adjust tension rod to eliminate sag from garage door

- Put away tools
- Clear any cobwebs
- Remove oil/paint stains from floor

- Lubricate/adjust/repair garage door opener

## HEATING/AC UNIT

- Vacuum
- Replace filter
- Clean intake vent

## EXTERIOR

### Replace, repair, paint any damaged:

- Plaster
- Wood siding
- Trim
- Rain gutters
- Shutters
- Doors
- Window frames
- Screens
- Water spigots
- Street numbers on house
- Fences/gates
- Outdoor lighting

### Clean:

- Siding
- Windows/Screens
- Pet droppings
- Outdoor BBQ
- Pool/spa
- Service areas/trash cans
- Haul away garbage/debris
- Straighten woodpile
- Test doorbell
- Clean oil stains from driveway