

*It Was Your Home;  
Now It's Just a House,  
a Product You Are Selling*

*Agents and buyers remember only what they can see*

*Janet McAdams Urban Traditional Homes 317-502-6576 cell*

## CLEAN

*Baseboards  
Floors  
Ceiling fan blades  
Tub  
Stove Exhaust  
Top of Refrigerator  
Refrigerator Spotless-discard  
Power wash-outside house, decks, drive, garage*

## LIVING ROOM, DEN, FAMILY ROOM

*No personal items  
No stacks of books or magazines  
No collections  
Is all furniture needed?  
Excess lamps, rugs, etc?  
Pack up ALL clutter and personal mementos*

## DINING ROOM

*Excess chairs?  
Remove a table leaf to make room appear larger  
Pack away some of the china-display a few pieces  
Clean chandelier  
Fresh flowers on the table*

## KITCHEN

*Remove collections  
Clear ledges  
Clear countertops  
Clean stove-inside and out  
Clean refrigerator-inside and out  
Clean and organize pantry*

## MASTER BEDROOM

*Remove all personal items  
New bedspread  
Clear tables and chests-3 items left  
Remove extra furniture  
Closets  
Rid closets of unused clothing  
Organize clothing-by category  
Remove all items from floor*

## BATHROOMS

*SPOTLESS  
New towels  
No makeup or toiletries out  
Rugs up  
Wastebasket-out of sight*

## BASEMENT

*Clean  
Remove storage or pack-up and move to a corner  
Light bulbs  
Check for signs of water penetration-correct  
Damp?*

## GENERAL

*Make certain all light bulbs work  
Switch plates, clean or new  
Clean carpet-replace if needed  
Patch holes and repair walls  
Paint if needed  
Curtains open during the day  
Clean out fireplace  
Toss old tired plants  
Soft music playing*

## PETS

*Pets should not be in the house during a showing  
Food and dishes should not be in a readily  
noticeable place  
Litter boxes-out of the way and spotless*

## EXTERIOR

*Beds and lawn well maintained  
Bushes trimmed  
Gutters clean  
Does exterior need paint? Front door?  
Plant, wreath or flag at front door*

***A BUYER NEEDS TO  
MENTALLY MOVE INTO YOUR  
HOUSE FOR IT TO CLOSE***