

## **MARK A. EUGENI 'THE LEGAL EDGE'**

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### **Presentation Tips**

Here are a few simple tips that will help you present your home in its best light. Remember, you only have one chance to make a great first impression.

- Move excess furniture like footstools, extra tables and extra chairs to a storage unit to clear out clutter and make rooms look bigger.
- Store all toys and keep your house clean and clutter-free.
- Have a yard sale to sell anything you no longer want or need, or donate your items to local charities (tax deductible).
- Clean carpets, drapes and even furniture, if needed.
- If repainting, replacing carpets or redecorating try to use neutral colors (beige, camel, light gray, etc).
- Add a fresh coat of paint (neutral shade) in interior walls.
- Replace carpets if worn out or outdated.
- Fix anything obvious on the outside of your home.
- Inspect your home thoroughly and either repair large problems such as a faulty roof or broken appliances, or adjust your price and / or negotiate terms accordingly.
- Keep your lawn, shrubs and plants neatly trimmed to maximize your "curb appeal".
- Get a new mailbox or new house numbers to further enhance curb appeal.
- Add color to the outside of your home by planting flowers, hanging flowering baskets and adding a coat of fresh paint to shutters.
- Repaint front door; polish brass knocker and kickplate to make your entryway shine.
- Clean garage of clutter and sweep out thoroughly.
- Clear off the back deck or patio to make it look larger and more relaxing.
- On the day of a showing, bake cookies or bread and make a fresh pot of coffee. These comforting aromas can help make a house seem like a home.
- Gardening equipment and tools should be put away.
- Park your car in the garage or on the street to leave the driveway open.
- Check all rooms for safety hazards. All extension cords should be out of sight. Remove all potentially slippery throw rugs.
- If your kitchen cabinets are not up to date, sometimes just changing the hardware (knobs/handles) can be a dramatic improvement.
- A new shower curtain for all bathrooms is a very good idea. Streaky old shower curtains are a real turnoff.
- Turn all the lights on when your house is shown.
- Flowers are an effective way to spark up a room.