



Pre-Listing Home Prep Tips

Selling South Dakota Real Estate

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You want to sell your house, right? This is your opportunity to present your home in the best possible way, get top price and minimize the time it's on the market. Whatever method you choose (do it yourself or hiring someone) it's important to get it done.

Try to Identify Any Known Issues and Repair if Possible

Windows and Doors

Plumbing (leaks, water damage, mold)

Hot Water Heater

Furnace and Air Conditioning

Appliances

Wiring and Electrical

Lighting

Roof, Gutters and Chimney

Basement and Foundation

Security System

Insects and Pests

Declutter!!!

Unless you're that rare bird with a tidy nest, you probably have some clearing out to do.

- Leave minimal furniture and accessories in each room. You may love your stuff, but potential buyers just see a crowded room.
- Minimize items on kitchen and bathrooms counters, tables and windowsills. The less, the better.
- Buyers want plenty of storage so don't skip clearing out and organizing areas like closets and cabinets.
- You don't want your home to look like a greenhouse, but some healthy plants here and there are a nice touch.

Deep Clean

- Carpets and other flooring
- Windows and screens (inside and out)
- Sinks, showers, bathtubs and toilets
- Appliances
- Ceiling Fans and air vents
- Woodwork and baseboards

Paint

Patch holes: paint walls and ceilings if needed. Fresh paint makes your home look cleaner. Choose neutral colors. If you've painted recently, look for areas that need touched up.

Exterior: First Impressions

- Make sure the front door is in good condition, as well as the mailbox and outdoor lighting
- Consider painting your house and trim if the current look raises eyebrows
- Mow and edge lawn
- Plant flowers; refresh mulch; tidy up landscaping
- Repair and paint fences
- Power wash siding, steps, porch, decks, patios

How does your home smell?

If you come home and notice lingering odors from pets or cooking, other people will too. Opening a window for some fresh air may be all it takes. Other funkiness can be harder to track down. Dirty HVAC filters can make a home smell musty so get those changed. There are also many good, affordable air purifiers.

Avoid artificial fragrances. A good quality essential oil diluted with water in a spray bottle or diffuser is a better option. Peppermint essential oil will make your home smell fresh and is well tolerated by most people.

Finally:

Do one last walk-through, inside and out, as though YOU are the potential buyer. If you're unsure about what still needs to be done. We would be glad to offer suggestions. Call or text us, Scott at 605-630-3548 or John at 605-350-2324