



Preparing Your Home to Sell



A CHECKLIST & TIPS TO MAXIMIZE YOUR PROFITS

From home repairs to staging, there are several steps you can take to increase positive feedback from prospective buyers before putting your home on the market. Enlisting the help of a real estate professional can also help sell your property faster.

SELF INSPECTION

- ☐ Walk through your home and view it objectively, removing any emotion or sentimentality.
- ☐ Make a list of necessary, low-cost updates, and place items that need the most work or outside resources at the top of the list.
- ☐ Create a timeline for updates before scheduling home showings.

REPAIRS / CHANGES / CLEANING

EXTERIOR

- ☐ Clean gutters, downspouts, soffits, chimney, etc.
- ☐ Patch peeling or chipped paint.
- ☐ Replace damaged roof shingles.
- ☐ Repair, paint or stain worn wood decks.
- ☐ Clean dark spots or stains on concrete and the driveway.
- ☐ Clean and repair fencing that surrounds the home, and ensure it's intact.
- ☐ Maintain good exterior lighting, especially along walkways.

YARD

- ☐ Mow the grass and continue lawn maintenance.
- ☐ Re-sod the yard and re-mulch flower beds, if needed.
- ☐ Remove overgrowth, weeds and dead or diseased vegetation.

ENTRY

- ☐ Make the entry spotless; clean floors, rugs, decorative pieces, etc.
- ☐ Eliminate clutter.
- ☐ Ensure good, functional lighting.

WINDOWS & DOORS

- ☐ Clean windows and doors, inside and outside.
- ☐ Ensure they open and close with ease and without squeaking; repair, if needed.
- ☐ Check doorbell functionality.
- ☐ Polish hardware, knobs, locks, etc.
- ☐ Repair any cracks, tears or holes.
- ☐ Apply a fresh coat of paint, if needed.

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REPAIRS / CHANGES / CLEANING

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LIVING, DINING & FAMILY

- ☐ Apply a fresh coat of paint to walls, if needed.
- ☐ Repair cracks in ceilings and walls.
- ☐ Repair peeling or torn wallpaper.
- ☐ Re-paint or re-stain woodwork and banisters.
- ☐ Clean blinds and drapery thoroughly, and ensure they work properly.
- ☐ Steam-clean carpets and floors.
- ☐ Position furniture in a way that showcases the shape of each room.
- ☐ Eliminate clutter.

KITCHEN

- ☐ Clean countertops and sinks thoroughly.
- ☐ Repair leaks and dripping faucets.
- ☐ Organize pantry and cupboards.
- ☐ Defrost the refrigerator and freezer, and ensure both are odorless.

BATHROOMS

- ☐ Clean countertops, sinks, showers, and bath tubs thoroughly.
- ☐ Repair leaks and dripping faucets.
- ☐ Remove grout and soap stains from tiles.
- ☐ Repair broken or cracked tiles, and re-caulk if needed.
- ☐ Check the functionality of fixtures, lighting, heat lamps, fans, etc.
- ☐ Eliminate clutter.

BEDROOMS

- ☐ Apply a fresh coat of paint to walls, if needed.
- ☐ Repair cracks in ceilings and walls.
- ☐ Repair peeling or torn wallpaper.
- ☐ Clean blinds and drapery thoroughly, and ensure they work properly.
- ☐ Position furniture in a way that showcases the shape of each room.
- ☐ Make beds.
- ☐ Eliminate clutter.

Staging + Showing Your Home

Everyone knows the importance of making a good first impression. Staging your home highlights its best features. Keeping it neat and clean at all times also makes your home more appealing to prospective buyers, who can drop by at a moment's notice.

CURB APPEAL

Unfortunately, a book is often judged by its cover. Maintain the exterior of your home (lawn, landscaping, walkways, lighting, etc.) and keep it as clean as the interior.

DECLUTTER

By keeping your home clean and organized, you automatically make it appear larger and more welcoming.

GENDER-NEUTRAL MASTER SUITE

The master bedroom should appeal to both genders. Try to eliminate any decor that may be too gender-specific.

FURNITURE PLACEMENT

Arrange furniture to showcase the shape of the room and emphasize space.

POWER OF PAINT

Need to make a room appear larger than it actually is? Paint that room and the room adjacent to it the same color, creating the illusion of one large space.

KITCHEN

The kitchen is a major focal point of most homes. Update, replace or paint cabinets, drawers, appliances, hardware, etc. to enhance appeal.

DEPERSONALIZE

Prospective buyers want to see your home, not your photos or personal mementos. Remove as many of these items as possible, which will also eliminate clutter.

AROMA

Try to refrain from cooking any strong-smelling foods, such as fish. Instead, bake some cookies or fill your home with fresh flowers for a pleasant scent.

LIGHTING

Don't be afraid to fill your home with natural light; the brightness tends to improve both atmosphere and mood.

TEMPERATURE

Maintain a comfortable temperature so prospective buyers feel at ease touring your home.

PRIVACY

Be sure to give prospective buyers time alone with their real estate agent.