

THE ULTIMATE HOME SELLERS CHECKLIST

✓ CLEAN & DECLUTTER

Cramped rooms are a buyer's turnoff, so make sure you open and brighten each room. Start with the furniture – remove oversized pieces, or those that don't fit the room's main purpose. For example, get rid of one of the living room end tables or remove the desk from the family room. Buyers should see there is enough space in the house for *their* needs.

Next, look at your countertops, shelves, and inside cabinets. Keep the knick knacks to a minimum, and the décor neutral so buyers can easily picture bringing *their* lives into the home.

✓ MAKE NECESSARY REPAIRS

There are two kinds of repairs you should consider before selling your home. The first are cosmetic repairs. These are the “nice to haves” for buyers and the associated costs should be relatively low. Repaint rooms to be less bold and replace outdated light fixtures or hardware. The overall goal is that the home should feel fresh and modern.

Second, you should get a presale home inspection to determine any fixes that could affect the home's ability to sell. You know if you have an aging roof or radiator, but an inspection will tell you if they need to be replaced to get the sale approved.



✓ GET CURB APPEAL



Picture yourself as a buyer pulling up to the home for the first time. The lawn is well cared for, the landscaping is impeccable, and the front door has a fresh coat of paint. These natural observations set the tone for the entire walk through, so don't underestimate the importance of curb appeal.

In addition to the details above, make sure your house is well lit at night and easy to find. Buy new large house numbers so buyers don't drive past it by accident. Brush off any walkways so buyers have an easy time getting to the front step.

✓ HIRE AN AGENT, SET A PRICE

Sellers using real estate agents net more than those who don't. That's because agents understand the local market and the marketing practices necessary to sell your home.

✓ OFFER UP THE HOME'S HISTORY

There is a lot of public record data out there, but wouldn't you rather buyers hear it directly from you? Create a simple binder showcasing the price you paid, past owners and price history, and any upgrades you've made to the property. Include a page of recently sold data of similar homes nearby, so that buyers know the area is in high demand!

✓ GET READY FOR SHOWINGS

When a buyer is coming to look at the property, it's important that you leave the home for the duration of the visit. Make sure your home looks and smells clean, and then get out of dodge until they've left.

