

SELLING YOUR HOME

Before putting your home on the market, there are several steps you should take in order to ensure the greatest amount of positive feedback from prospective buyers and help to sell it faster.

SELF INSPECTION

- ☐ Walk through home and view objectively, removing any emotion/sentimentality attached to it.
- ☐ Make a list of the repairs/changes that need to be made.
- ☐ Don't make over-costly changes.
- ☐ Prioritize list - placing those that require more work or outside resources at the top.
- ☐ Create a timeline of necessary repairs/changes before showings to prospective buyers.

REPAIR, CHANGES & CLEANING

EXTERIOR

- ☐ Clean out gutters, downspouts, chimney, etc.
- ☐ Patch peeling or chipped paint with new paint.
- ☐ Replace damaged roof shingles if applicable.
- ☐ Repair, paint or stain any overly worn wood decks.
- ☐ Clean dark spots or stains left on concrete or driveway.
- ☐ Clean and repair fencing surrounding home and ensure it's intact.
- ☐ Maintain good exterior lighting, especially along walkways.

YARD

- ☐ Mow or trim grass surrounding home.
- ☐ Re-sod the yard or re-mulch flower/plant beds, if needed.
- ☐ Continue grass/plant maintenance.
- ☐ Remove any overgrowth and dead/diseased plants, shrubs, grass and trees.
- ☐ Weed flower beds.

WINDOWS & DOORS

- ☐ Polish hardware; knobs, locks, etc.
- ☐ Ensure they open and close with ease and no squeaking; or repairs needed.
- ☐ Check doorbell functionality.
- ☐ Clean both inside and outside.
- ☐ Repair any cracks, tears or holes.
- ☐ Apply a fresh coat of paint, if needed.

ENTRY

- ☐ Make sure this area is spotless; clean floors, rugs, decorative pieces, etc.
- ☐ Eliminate any clutter to enhance space.
- ☐ Ensure good, functional lighting.

LIVING, DINING & FAMILY ROOMS

- ☐ Add a fresh coat of paint to walls, if needed.
- ☐ Repair cracks in ceilings and walls.
- ☐ Secure/repair peeling or torn wallpaper.
- ☐ Re-paint or re-stain woodwork, banisters, wall decor, etc.
- ☐ Clean blinds/drapery and ensure they work properly.
- ☐ Steam-clean carpeting or flooring.
- ☐ Position furniture in way that showcases shape of room.
- ☐ Eliminate clutter to enhance space.

KITCHEN

- ☐ Clean countertops and sink thoroughly.
- ☐ Repair leaks or dripping faucets.
- ☐ Organize pantry and cupboards.
- ☐ Make sure the refrigerator and freezer are defrosted and odorless.

BATHROOMS

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

BEDROOMS

- ☐ Repair cracks in ceilings and walls.
- ☐ Apply a fresh coat of paint, if needed.
- ☐ Secure/repair peeling or torn wallpaper.
- ☐ Clean all blinds/drapery and ensure they work properly.
- ☐ Make beds.
- ☐ Eliminate clutter.

SELECTING A REALTOR®

Millions of homes are sold each year, and each transaction is unique. With recent changes to contract forms and addendum, home selling has become more complex than it was five or ten years ago. Using a REALTOR® who has experience and training in such fields as real estate marketing, financing, negotiating and closing, can be very beneficial for a home seller. A REALTOR® can assist you in pricing your home according to market conditions, give you tips on showing the home, and assist you with negotiations when an offer is presented.

