



## Home Seller's Checklist

### How's your Curb Appeal?

- Power wash or paint the front door and anywhere else that needs it.
- Remove Clutter - Have a yard sale if needed and haul away what's leftover.
- Repair visible damage (broken windows, hanging gutters, etc.)
- Tidy up your landscaping and remove any eye-sores.
- Sweep the front steps and entryway.
- Be aware of the curb appeal of homes in your neighborhood.
- Be aware of which days of the week the neighborhood has less desirable appearances (example: trash pickup day).

### Interior

- Reduce clutter in every room!!!
- Dust EVERYTHING.
- Get rid of clutter in hiding spots! People will look behind your doors, in closets and crawl spaces. Throw away dead plants.
- Correct any cosmetic flaws.
- Check the carpet, wood floors, vinyl, and tile. Do any need to be replaced or professionally cleaned?
- Are all appliances in working order?
- Replace dated faucets, light fixtures, and the handles and knobs on your kitchen cabinets, if necessary. This is an inexpensive task that has great return on appeal.
- Pack anything you won't use between now and moving day. Store the boxes away from high traffic areas. Decide what items can be sold, donated or thrown away.
- Be sure to **stage** your home. This is a proven technique which will sell your home faster and bring in more money for your home. It's not necessary to hire professional stagers, but having a clean and inviting home is.
- Don't start any major renovations during the middle of selling your home. What may seem like a simple home project could turn into a nightmare. And potential buyers will be turned off by the potential chaos your home may seem to be in at that moment.

### No Need to Move Completely Out

- Statistics show that vacant homes are harder to sell – except to perhaps investors. They lack warmth and hominess can be less inviting.
- You could be sending the message to the buyer that you have another home (and probably mortgage) and may be motivated to sell fast. This could give the buyer an advantage at the negotiating table.
- On the other hand, too much furniture looks very cluttered and makes rooms appear smaller. So, find that happy medium that looks pleasing.
- We recommend taking photos of your kids down and especially their names if they are on their bedroom walls. In a digital age with online marketing, this is a smart

step to keeping your family private. This is also a great way to “de-personalize” the home. You want buyers to imagine themselves living there.

## Avoid Controversy

- Example: Take the deer heads off the walls.
- Do you have books, magazines or artwork that may be considered controversial or provocative to others? These things can turn off buyers and send them out the door.

## Specific Things to consider

### Front Entrance

- How do the rooms look from where you are standing?
- Does your entrance feel spacious or is it cluttered with shoes and racks?

### Kitchen

- How does the kitchen look and feel when you walk into it?
- Determine what needs to be done if your kitchen requires some updating
- How do your cupboards look?

### Living Room

- Does this room feel inviting?
- How is your furniture positioned?
- Are there any repairs or upgrades needed in this room?

### Dining Room

- Does this room show its function?
- Are there any upgrades or repairs needed?
- How is the furniture positioned?

### Family Room

- What is the focal point in this room? Is it apparent?
- Are there any upgrades or repairs needed?
- How is the furniture positioned?

### Master Bedroom

- Do you feel calm walking into this room?
- How is your furniture positioned?
- Did you make the bed and tidy up?
- Are there any updates or repairs needed?

### Master Bathroom

- Are there any updates or repairs needed?
- Do you feel relaxed when you walk into this room?
- Are the mirror, countertops, cabinets, draws and floor clean?
- Is the toilet seat down?

### Garage

- In truth, not all buyers go into the garage but keep it tidy where possible just in case.

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