



GETTING STARTED SELLERS

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.

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.

ENTRY

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

LIVING, DINING & FAMILY ROOMS

- 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 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 way that showcases the shape of each room.
- Make beds.
- Eliminate clutter.

WHY DO I NEED A REAL ESTATE PROFESSIONAL?

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 just five or 10 years ago. A real estate professional can assist you in pricing your home according to current market conditions, give you tips on showing your property, assist you with negotiations and guide you through the process once an offer is presented.

