

Advice for Sellers

Insider Tips and Checklists from Our Agents on How to Prepare Your Home for Listing



- Ask a real estate agent how you can prepare the home for sale *before* it is listed and get to work! This will help you get to closing faster.
- Have your agent show you homes in your area that are comparable to yours. Remember that what a neighbor's house sold for may or may not have much bearing on your price tag, depending upon finishes, floor plan and condition.
- Trust the experience of your agent and listen to their advice. The seller and agent have to work as a team in order to reach the end goal efficiently. This is a business. There has to be a mutual respect for each other and the transaction itself.
- Stage your house properly or have it completely empty. A house halfway staged gives the impression that it is neglected or abandoned.
- If you are staging your home, try your best to keep the house show-ready at all times.
- Do not use floral or other overpowering fragrances to freshen up your home. Keep the atmosphere light with a citrus or fresh linen scent.

Showing Checklist

- ☐ Always make the beds in the morning.
- ☐ Do not burn candles or incense beforehand.
- ☐ Sweep around front door and walkway.
- ☐ Set the mood: most lights on, smooth jazz, and blinds open.
- ☐ All window treatments/ blinds/ shades must be open for maximum natural light.

Interior Checklist

- ☐ Fill up one box of unused items per room and store away to help depersonalize and declutter the home.
- ☐ Alleviate any red flag items that may scare buyers off (e.g. odors and water stains).
- ☐ Add a fresh coat of bright, neutral paint.
- ☐ Have the carpet stretched and cleaned or replaced.
- ☐ Change the air filters.
- ☐ Make sure all lighting fixtures have working bulbs.
- ☐ Clean out closets to make them look spacious.
- ☐ Clean the oven.
- ☐ Tighten all doorknobs.
- ☐ Clean out the garage.
- ☐ Make sure all kitchen cabinet hinges/ doors are working properly.

Exterior Checklist

- ☐ Add landscape with straw or mulch and a pot of flowers.
- ☐ Remove dead trees and leaves.
- ☐ Keep the yard maintained.
- ☐ Pressure wash or paint the exterior of your home.
- ☐ Remove weather stripping from doors.
- ☐ Stain your deck so that it doesn't look dry and washed out.



AGENTS PEOPLE KNOW
EXPERIENCE PEOPLE TRUST.