

# GETTING STARTED: SELLERS

*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 all the repairs/changes that need to be made prior to being viewed by prospective buyers.

## Repair, Changes & Cleaning Checklist:

### EXTERIOR

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

### YARD

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

### WINDOWS & DOORS

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

### ENTRY

- ☐ Make sure this area is spotless; clean all floors, rugs, decorative pieces, etc.
- ☐ Eliminate any clutter. You want to enhance space.
- ☐ Ensure good lighting and that it all works properly.

### LIVING / DINING / FAMILY ROOMS

- ☐ Add fresh coat of paint to walls where necessary.
- ☐ Repair any and all cracks in ceilings and walls.
- ☐ Secure any wallpaper that may be coming off wall or torn.
- ☐ Re-paint or re-stain all woodwork; banisters, wall decor, etc.
- ☐ Clean all blinds/drapery and ensure they are working properly.
- ☐ Steam-clean all carpeting or flooring.
- ☐ Position furniture in way that showcases shape of room.
- ☐ Remove any additional clutter.

### KITCHEN

- ☐ Clean all countertops and sink thoroughly.
- ☐ Repair any and all leaks or dripping faucets.
- ☐ Organize pantry and insides of all cupboards.
- ☐ Make sure to have refrigerator and freezer defrosted and odor-less.

### BATHROOMS

- ☐ Clean all sinks, showers, tubs and counter tops thoroughly.
- ☐ Repair any and all leaks or dripping faucets.
- ☐ Remove all grout and soap stains left on tiles.
- ☐ Repair any broken or cracked tiles and re-caulk if needed.
- ☐ Check functionality of all fixtures; lighting, heat lamps, fans, etc.
- ☐ Remove any additional clutter.

### BEDROOMS

- ☐ Repair any and all cracks in ceilings and/or walls.
- ☐ Apply fresh coat of paint if needed.
- ☐ Secure and repair any wallpaper that may be coming off wall or torn.
- ☐ Clean all blinds/drapery and ensure they are working properly.
- ☐ Make beds.
- ☐ Eliminate any additional 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 used to be 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