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REALTOR

# HOW TO GET YOUR HOME READY TO SELL (FAST!)

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# PREPARING TO SELL YOUR HOME

## Repair

Are there lightbulbs that need to be changed?  
Is your trim paint chipped?  
Do you have minor faucets, broken handles, etc...) repairs that you have been putting off?  
Do you have chipped tile?  
Do you need to re-caulk cracks?  
Any major repairs with your roof, foundation, or HVAC?

## Purge

Order a dumpster (recommended; not required).  
Less is more when it comes to staging your house. Sell and donate unwanted/unneeded items.  
If it does not spark joy or inspire you, it might be time to get rid of it.

## Declutter

Bathroom counters - limit to just essential items like soap/hand lotion.  
Kitchen counters - limit to items/appliances you use daily.  
Tables, dresser tops, nightstands, coffee tables, etc...  
De-personalize your house; remove/limit family pictures. Remove magnets, papers, pictures from refrigerator.

## Organize

Organize your clothes in your closet (no items on floor).  
It is okay for closets and storage spaces to be full, but keep the rooms minimal.  
Organize your pantry. Create a home for everything (shoes, bags, toys, etc...)

# PREPARING TO SELL YOUR HOME

## Deep Clean

Vacuum and/or sweep daily.  
Steam clean your carpets.  
Dust - your furniture, your fans, your baseboard, anything that has a surface.  
Clean both the inside and outside of your windows.  
Polish and/or clean all metal, faucets, and appliances.  
Remove stains from shower/bath and toilet.

## Decorate

Remove any knickknacks and replace with simple decorations like a vase of fresh flowers.  
Remember that neutral colors are your friend. If you decide to repaint any of the rooms in your house, go with a neutral color.  
Replace bathroom and kitchen towels with white or beige towels.

## Curb Appeal

Mow your lawn.  
Clean up leaves/branches that have fallen.  
Trim bushes/shrubbery around your house.  
Weed your flowerbeds.  
Lay down fresh mulch.  
Clean up any trash that may have blown into your yard.  
Power wash your deck, patio, fences, windows, walkways, driveway.

## Smells

Take out the trash daily.  
If possible, remove any pets for your showings.  
Do not go overboard on air fresheners or candles.

# CHECKLIST



## TASKS TO COMPLETE

ROOM

TASK

COST

SUPPLIES



# CHECKLIST

## DAY OF SHOWING

### **Bedrooms**

Make beds

Pick up anything on the floor

### **Bathrooms**

Close the toilet seat.

Refold towels.

Remove anything you have put on counters.

Give the counters/mirror a quick wipe to remove stray toothpaste or soap

### **Kitchen**

Empty sink

Take out trash

Remove anything on counters that is not essential

Wipe counters clean

Sweep/vacuum

### **Other living spaces**

Fold all blankets and put them away.

Fluff pillows on couches.

Pick up anything on floors (including shoes, bags, toys, etc....)

Turn on a few lights.

Secure all valuables including computers, tablets, jewelry, keys, guns, bills with confidential information.

Light one candle.

# QUESTIONS FOR YOUR REALTOR

What is their  
experience?

What is their  
marketing plan?

What is their  
commission?

What is your  
commitment to  
working with them?

What do they think  
your house is worth?

How will they  
communicate?

What makes them  
"the best"?

How familiar are they  
with your market?

What do they think of  
your home?