



TEAM HENSLEY

COMPASS

Home Preparation Guide



PREPARING YOUR HOME FOR SALE: A COMPREHENSIVE GUIDE

Selling in Midlothian with Team Hensley



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TEAM LEADER
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Annemarie Hensley is the Associate Broker, Team Leader, and Listing Specialist of Team Hensley at Compass, bringing over 20 years of top-rated real estate experience in the Richmond and Midlothian areas. She founded Team Hensley in 2002, and today the team remains a leading force supported by Compass's innovative, technology-driven platform. Outside of real estate, Annemarie enjoys family time, traveling, volunteering in her community, and catching as many Bruce Springsteen concerts as she can.



*Sarah
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REALTOR®
LISTING SPECIALIST

With a decade of real estate experience, Sarah specializes in helping sellers navigate a smooth, stress-free listing process as a dedicated member of Team Hensley at Compass. She brings exceptional attention to detail and a calm, informed approach to every transaction, drawing on her previous career as a Registered Nurse to manage even the most complex situations with care. Sarah lives in Goochland with her wonderful family and enjoys staying active, working out, and spending time outdoors.

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Throughout this guide, click on the picture under the crystal ball to see how we can make your home shine!

The Hensley Difference

Our goal is to empower you with the knowledge to make informed decisions and present your home in its best light.

As a top-producing real estate team, we specialize in helping sellers like you achieve the best possible outcomes in the competitive local market. Proper preparation can significantly increase your home's value and reduce time on the market.

This guide provides actionable advice tailored to the spring selling season, when buyer activity peaks in our area.

Why choose Team Hensley? With years of experience and a proven track record, we've helped countless families in Midlothian sell quickly and profitably. Let's turn your home into a buyer's dream!

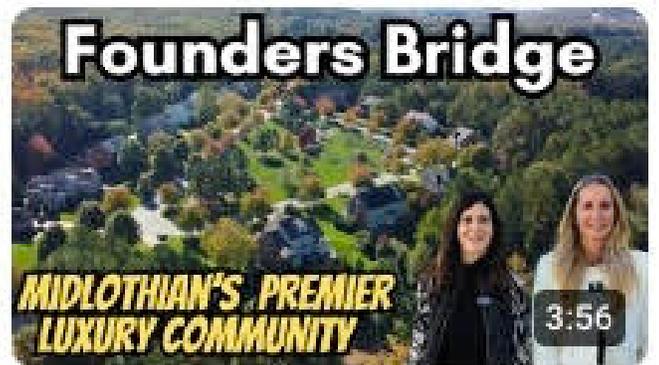


Why Prepare Your Home For Sale?

Selling a home is more than just listing it. It's about creating an emotional connection for potential buyers. In Midlothian, VA, where the market is dynamic and homes often sell within weeks during peak seasons, preparation can mean the difference between a quick sale at top dollar and lingering on the market with price reductions.

Key Benefits Of Preparation:

1. Maximize Value
2. Faster Sale
3. Reduce Stress
4. Stand Out In The Market



Remember, over-improving can be costly. Consult an agent to tailor advice to your home's specifics.



Understanding the Spring Market in Midlothian, VA

Spring is prime time for selling in Virginia, part of the greater Richmond metro area. Warmer weather brings out buyers eager to move before summer, leading to higher demand and potentially better prices.

Peak Activity

March through June sees the most listings and sales. Homes sell faster, often in under 30 days, with median prices hitting highs.

Local Trends

In 2025, Midlothian homes have a median of 7 days on market, with strong demand for family-friendly properties. Inventory is around 2.4 months, favoring sellers.

Buyer Profile

Buyers drawn to Midlothian's schools, parks, and proximity to Richmond.

Pros Of Selling In Spring

More buyers actively searching, better weather for showings and outdoor photos, and the potential for higher sale prices due to competition.



Home Selling Timeline: Step-by-Step



This timeline assumes a spring listing (e.g., April-May). Adjust based on your needs, but aim to start 3-6 months ahead.

3-6 Months Before Listing

- **Assess Your Home:** Walk through with a critical eye. Note repairs, updates needed. Get a pre-inspection to uncover issues early.
- **Research Market:** Review comps in Midlothian. Use online tools or consult an agent for accurate valuations.
- **Budget for Improvements:** Allocate funds for high-impact changes like painting or landscaping.
- **Declutter and Organize:** Start sorting belongings. Donate, sell, or store items to make space.

2 Months Before Listing

- **Hire Professionals:** Engage an agent. Schedule contractors for repairs.
- **Deep Clean:** Tackle interiors-carpets, windows, appliances.
- **Begin Outdoor Work:** Prune trees, plan landscaping for spring bloom.
- **Gather Documents:** Collect warranties, permits, utility bills for buyer due diligence.

Home Selling Timeline: Step-by-Step

1 Month Before Listing

- **Complete Repairs:** Fix leaks, squeaks, broken fixtures. Focus on safety and aesthetics.
- **Stage the Home:** Rearrange furniture, add neutral decor to appeal broadly. Consider professional staging.
- **Professional Photos:** Work with your agent to schedule a photographer for high-quality images and virtual tours.
- **Marketing Prep:** Work with your agent on listing strategy, pricing, and open house plans.

Week of Listing

- **Final Touches:** Touch-up paint, fresh flowers, ensure curb appeal.
- **Launch Listing:** Go live on MLS, websites, and social media.
- **Showings Begin:** Keep home show-ready; be flexible with scheduling.

After Offer Acceptance (30-60 Days to Closing)

- **Inspections and Appraisals:** Address any findings promptly.
- **Negotiations:** Handle contingencies like repairs or financing.
- **Closing Prep:** Coordinate with title company, pack non-essentials.
- **Move Out:** Plan logistics for a smooth transition.

When to Engage a Real Estate Agent

Timing your agent engagement is crucial. Don't wait until you're ready to list!

Ideal Timing

- 3-6 Months Before Listing: Contact an agent for a market analysis and prep advice. This allows time for value-boosting changes.
- Why Early? Agents provide comps, suggest improvements, and help set realistic expectations. In Midlothian, where homes sell quickly, pro guidance prevents overpricing.

Signs You're Ready to Connect

- Decided to sell within the year.
- Need help valuing your home.
- Want expert input on repairs.

Benefits of Early Engagement

- Custom Strategy: Tailored to your home and goals.
- Network Access: Connections to inspectors, contractors, and more.
- Negotiation Expertise: From offers to closing.

How to Choose an Agent

- Look for local experience (e.g., Midlothian specialists).
- Ask about sales track record-how many homes sold last year?
- Interview multiple; check reviews.

What to Expect in First Meeting

- Discuss goals, tour your home, review timeline.

Indoor Improvements: Room-by-Room Guide

General Tips

- Declutter: Remove personal items; buyers want to envision themselves.
- Neutral Palette: Paint walls in light colors (beige, gray).
- Lighting: Update fixtures; maximize natural light.
- Floors: Clean or refinish; repair scratches.

Kitchen (High-Impact Area)

- Clean cabinets and appliances deeply.
- Update hardware (knobs, faucets) for modern look.
- Clear countertops; add fresh fruit for staging.
- If budget allows, resurface counters or add backsplash

Bathrooms

- Re-caulk tubs/showers; fix leaks.
- Replace outdated mirrors, lighting.
- Add spa-like touches: new towels, plants.
- Ensure ventilation to prevent mold.

Living/Family Rooms

- Arrange furniture to highlight space.
- Repair walls, baseboards.
- Add throw pillows for warmth.
- Depersonalize: Remove family photos.

Bedrooms

- Make beds with neutral linens.
- Clear closets (show storage potential).
- Fix squeaky doors, windows.
- For master: Emphasize en-suite features.



Indoor Improvements: Room-by-Room Guide

Basement/Attic

- Organize storage; remove junk.
- Check for water damage; insulate if needed.
- Add lighting to make usable.

Home Office

- Stage as flexible space.
- Ensure good wiring for tech.

Additional Indoor Projects

- HVAC servicing: Clean filters, professional tune-up.
- Electrical/Plumbing: Update outlets, fix drips.
- Windows: Wash, repair seals for energy efficiency.



Outdoor Improvements: Boosting Curb Appeal

General Outdoor Tips

- Landscaping: Mow lawn, mulch beds, plant seasonal flowers for spring pop.
- Cleanliness: Power wash siding, driveway.
- Lighting: Add path lights for evening showings.
- Fencing/Decks: Repair, stain as needed.

Front Yard

- Enhance entry: Fresh door paint, new hardware.
- Trim bushes; add potted plants.
- Update mailbox, house numbers.

Backyard

- Clean patio; stage with outdoor furniture.
- Fix lawn bald spots; add privacy plants.
- Pool/Maintenance: Ensure clean, functional (if applicable)

Garage/Driveway

- Organize interior; declutter.
- Reseal driveway cracks.
- Add storage solutions.

Roof/Siding

- Inspect for damage; clean gutters.
- Replace missing shingles.



Final Checklist



Agent engaged.

Pre-inspection completed.

All repairs done.

Home deep cleaned.

Staged and photographed.

Marketing plan set.

Common Mistakes

Over Personalizing: Keep neutral.

Skipping deep clean: Buyers notice odors.

Ignoring curb appeal.



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