



# The Ultimate Home Seller Checklist

**Find a local and experienced real estate agent.** Do your research and interview reputable agents who are familiar with your local real estate market. Invite them to your home for a listing appointment to learn more about them and the strategy they'll implement to efficiently sell your home at its highest value.

**Consider you curb appeal.** The old saying tell us not to judge a book by its cover. However, when it comes to buying a home, you can expect potential buyers to do just that. Show some love to the outside of your home so it begins to attract buyers before they even walk through the front door!

**Declutter and clean living areas.** Less is definitely more when preparing your house for showings. Do a clean sweep of counters, windowsills, tables, and all other visible areas, and then tackle behind closed doors: closets, drawers, and cupboards—since virtually nothing is off-limits for curious buyers. If the house is overflowing with stuff, buyers might worry that the house won't have ample space for their own belongings!

**Depersonalize your space.** When you welcome buyers into your home, you must understand that they are trying to envision themselves living there. If your home is full of many unique and personal items, you can distract them from visualizing the space as their own. Do your best to keep room styles and layouts neutral enough to spark the creativity of buyers as they tour your home.

**Repaint your walls to neutral tones.** You're much safer with a neutral color because it's rare that someone will absolutely hate it and be a major turnoff. The other benefit is that a light color allows buyers to better envision what the walls would look like with the color of their choice.



**Touch up any scuff marks.** Even if you're not doing a full-on repainting project, pay special attention to scrubbing and then touching up baseboards, walls, and doors to make the house sparkle and look cared-for.

**Fix any loose handles.** Tightening a loose handle may seem like a small thing, but you would be surprised by the negative effect it can have on a buyer, leading some to wonder what else is wrong with the home?

**Add some plants to your space.** Green is good, because plants create a more welcoming environment. You might also want to consider a bouquet of flowers or bowl of fruit on the kitchen counter or dining table.

**Consider staging.** Nothing invigorates a house like some new furnishings or even just a perfectly chosen mirror. The key is getting your home staged by a professional. Home stagers will evaluate the current condition and belongings in your house and determine what elements might raise the bar.



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