

Top Tips For Selling

Pre-Listing and Showing Check List

Before you put your home on the market for all to see, consider working your way through this checklist and completing as many items as you can. By caring for these easy “To Do’s” you will make the best first impression you can with the end result of putting more money in your pocket at the closing table.



Go Out Of Your Way To Make An Outstanding First Impression ~ Robert Cheeke

To save time and energy, consider hiring professionals to do some of the work for you. Your real estate broker should provide you with referrals for a professional cleaning company, carpet cleaner, painter and handyman, as well as other preferred partners you will need for your sale.

Prepare To Sell

To Do's Before You List Your Home	Due Date	Done
1. Deep Clean House - Especially bathrooms, kitchens & appliances, clean dust bunnies, dust all furniture & cobwebs away.		
2. Clean Windows & Window Treatments - Let the sunshine in, dust blinds, wash or replace curtains.		
3. Clean Doors - Entry doors, wall switches, trim, sills, etc.		
4. Clean Flooring - Wash & polish hardwoods, clean tile grout		
5. Steam Clean Carpeting - Remove stains & smells		
6. Declutter Rooms - Pack nicknacks & family photos, excess furniture & toys. Get a head start on your packing, consider using a storage unit or pod.		
7. Organize Closets & Cabinets - Pack unused clothes & linens, remove unused hangers.		
8. Organize Pantry - Pack up extra kitchen items rarely used, tidy & organize pantry. Don't use floor for extra storage - pack it.		
9. Declutter & Paint Garage - Use a storage unit or pod.		
10. Declutter & Paint Basement - Use a storage unit or pod.		
11. Paint - Consider giving rooms, trim & doors a fresh coat of paint. Neutral colors work best; beige, whites, creams, light grey.		
12. Repairs - Locks, hardware, leaky faucets & toilets, broken appliances, wall switches, screens, windows, steps, recaulk, replace burned out bulbs, etc.		
13. Curb Appeal - Paint or clean front door, clear debris from walkway & porch, mow the lawn, trim hedges.		
14. Back Yard - paint / stain decking, keep trimmed and mowed.		
15. Color - Plant colorful flowers; annuals in pots are a nice touch.		

For Powerful Showings



To Do's During Your Showing Period	Done
1. Hide Unsightly Items - Hang towels, put dishes away - NO DISHES in the sink, hide toys, pet items, remove litter boxes for showings.	
2. Bedrooms - Make beds, put clothing away - EMPTY hampers (throw clothes in machine).	
3. Trash - Empty all household trash cans & take it out of the house.	
4. Double Check - Bathrooms, toilets flushed & lids down, mirrors cleaned, Kitchen wiped down, appliances clean. Floors are clean.	
5. No Pets - For showings remove pets if possible or crate.	
6. Smells - During showings make the home smell good, bake cookies or use plug-ins or vanilla scented candles.	
7. Cool or Warm Home - Adjust temperature appropriately, use A/C or fans in summer and keep heat on in winter.	
8. Open Curtains - Let the sunshine in, make your home bright and inviting.	
9. Lighting - Turn on all lights for an easier and brighter experience.	
10. Fresh Flowers - On tables or counters to add color & warmth.	



Take Control In The Real Estate Market.

By doing a little work before you put your home on the market and some easy focused maintenance before each showing, you can set yourself apart from your competition and increase the amount of money your home sells for.

To Get The Highest Price For Your Home in This Market

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