Client Checklist
Getting Your House **Ready to Sell**

Research shows that homes with high curb appeal tend to sell an average 7% more than similar houses with a less appealing exterior.
Check off these steps to help prepare your house for a quicker, more profitable sale:

- [ ] Powerwash the driveway and sidewalks.
- [ ] Refresh potted plants and garden beds.
- [ ] Consider painting the front door.
- [ ] Trim overgrowth and rake leaves around the house.
- [ ] Paint and repair chipped interior and exterior paint.
- [ ] Caulk and grout kitchen counters and bathroom surfaces.
- [ ] Clean the windows and open the blinds for showings.
- [ ] Clean and paint all baseboards, walls and surfaces where grime and dust tends to collect.
- [ ] Change bulbs and turn on the lights around the home during showings.
- [ ] Remove clutter and donate unwanted items or move to storage.
- [ ] Depersonalize the home by removing photographs and any other personal artifacts that may make it hard for prospective buyers to visualize themselves living in your home.
- [ ] Take the smell test - walk through your home and remove any sources of foul odors.
- [ ] Fix any loose handles, light switches and other appliances that may create a less appealing first impression.
- [ ] Hire a pet sitter for showing days. If possible, hire someone to watch your pet during showings or, at the least, vacate the premises before prospective buyers tour the home.
- [ ] Take a cue from professional home stagers:

    - [ ] Point loveseats and couches toward each other to "open up" the house.
    - [ ] Set the dining room table as if preparing for a formal dinner.
    - [ ] Add visual interest to asymmetrical spaces by arranging pillows, chairs, artwork and other accessories in odd numbers. Threes, fives and sevens are professional stagers' "magic numbers" in design.
    - [ ] Purchase new bath towels to refresh the bathrooms.
    - [ ] Add a splash of color to brighten areas of interest, like a breakfast nook.
    - [ ] Open up the space with mirrors that reflect light and can make small rooms feel bigger.
    - [ ] Replace a heavy vanity with a pedestal sink to provide a fresh update in the guest bathroom.