

Selling House Checklist

By Nicole Nichols-West

- Before putting the house on the market**
 - Inspection** Hire a certified building inspector to conduct an official inspection.
 - Appraisal** Have your home appraised to see how much it is worth, and what your equity is.
 - Realtor** Select a real estate agent. Have them visit your home and give you pointers on how to obtain your asking price.
 - Repairs/renovations** Make a list of things to attend to before listing the house.
- Increase the home's value**
 - Kitchen** Update the kitchen if needed, with new counters and cabinets. Consider replacing the flooring if needed.
 - Bathroom** Renovate old bathrooms, and add a bath or expand a half bath if necessary to ensure the bedroom to bathroom ratio meets current day standards.
 - Trees** Hire a tree-trimmer to prune and cut back dead or overgrown limbs.
 - Landscaping** Employ a lawn service to spruce up your yard and fertilize if needed. Clean decks or porches and edge walkways. Plant flowerbeds to improve curb appeal.
 - Paint** A fresh coat of paint inside and out can increase the warmth and beauty of the home. Use neutral color schemes and paint the trim. Hire a painting crew if necessary.
 - Floors** Update floors if needed. Refinish hardwood flooring, and have carpets and floor rugs or hall runners professionally cleaned.
- If you are still living in the home**
 - De-clutter** Get rid of everything you don't need, donating to charity when possible.
 - Pack** Off season clothing and accessories (ie: Christmas decorations) as well as items from the attic, garage or basement can be boxed and placed in storage.
 - Furniture** Completely clean all furniture. Have an upholstery cleaner take care of cloth covered couches or chairs if needed.
 - Keep it clean** You can't help it if the home looks lived in, but you should make an effort to keep common areas as well as bedrooms and bathrooms clean for interested buyers to tour.
- If you have moved out**
 - Set a date** You will need to plan for at least one open house.
 - Stage your home** You may need to rent furniture and accessories to stage your home for the open house(s). Your Realtor may include this as part of their service, or recommend a company.
 - Keys** Have spare sets made so your Realtor can show the house as needed.
 - Paperwork** Have two copies of all necessary paperwork, so if you get an interested buyer willing to pay your asking price, you will be ready to close fast.
- Open house**
 - Tidy** Do a last minute dust and vacuum, and check bathrooms to ensure they are clean.

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- Bake** Nothing sells a house faster than the smell of home baked cookies or brownies.
- Flowers** Pick up fresh flowers from a local florist to add that special touch.
- Light** Allow as much natural light into the home as possible, by opening blinds and tying back drapes.
- Ambiance** Turn off televisions, and set some quiet classical music playing to create a calm, peaceful atmosphere.
- Stay in the background** Let the Realtor do the selling, and refer any specific questions to them. Some Realtors prefer the homeowner be absent from open houses.