

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.

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.