

## Checklist for **SELLERS**

Selling your home can be both a rewarding and demanding experience. At Coldwell Banker Heritage House Realtors, we're committed to helping you through the challenging parts so that you can enjoy the rewards of selling your home for as much as possible and as soon as possible.

### Here's a list of suggestions to help you get started:

#### Hire a Sales Associate

Use the MEET US tab at the top of the page to find an agent that meets your qualifications.

Look for an agent who offers the following:

- Knowledgeable in your housing market
- Highly trained
- Customer focused and with good references

#### Start planning early

You may have personal possessions that you no longer need or want. Now's the time to reduce clutter. Hold a yard sale, donate your stuff to charity, give it away or just throw it out.

#### Start packing early

Start boxing up any items that you want to keep, but won't be using before moving day.

#### Identify your home's flaws or problems

Sellers are obligated to disclose any major problems or flaws in the home, including things like mold, termites, asbestos, or a new highway to be built nearby. If you fail to mention things like a leaky roof, you could be liable and could possibly be sued. There's no upside in trying to hide problems anyway since most buyers will have the home inspected before closing.

#### Get the house in "showcase" condition

Small cosmetic touches can increase your home's value. See the Improvement Section below.

#### Decide what goes and what stays

Before you start showing your home, you need to decide what will be included in the sale. If you want to take your washer and dryer with you, state that in your marketing flyers or online listings.

#### Look for a new home

Homesellers are generally advised not to begin the search for a new home until they're reasonably confident that their own home will close. Even then, it's always possible that the sale could fall through. If that happened, you could be faced with the prospect of owning two homes.

Trying to perfectly time the sale of your existing home and the purchase of your new home can be stressful. However, if you have to move quickly, or if you don't want to lose the opportunity to purchase your dream home, you can choose to buy and sell simultaneously. Just make sure to listen to the advice of your Sales Associate and request his/her help in making it all happen.

#### Suggested Exterior Improvements

- Painting: Touch up your house's exterior paint before you put it on the market. Paint and/or clean the front door.
- Lawn: Keep your lawn freshly mowed and neatly trimmed. Clear debris from the lawn and the border of your home.
- Sidewalks: Sweep your sidewalks daily.
- Shrubbery: Remove or replace any dead or dying trees, hedges, or shrubs; prune anything that looks unsightly or overgrown.
- Flowers: Filling flowerbeds with seasonal flowers is an inexpensive way to add color and charm to your property. Consider placing a flowerpot by your front door.
- Repairs: Be sure that all gutters and downspouts are in place and clean. Replace missing roof shingles and broken or cracked windows.

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### Suggested Interior Improvements

- Clean, scrub, and polish: Keep your stove, oven, refrigerator, microwave, and other appliances spotlessly clean inside and out.
- Clean and spot-treat all carpeting. Polish wood floors and vinyl flooring. Clean walls, doors, and woodwork.
- Eliminate odors: Buyers will notice strong smells as soon as they walk through your front door. Eliminate smoke, mildew, and pet odors.
- Fix drippy faucets and running toilets: If any of your sinks or bathtubs drain slowly, unclog them.
- Keep clutter off kitchen counters and remove dirty dishes from the sink. Remove clutter from all closets.
- Make cosmetic improvements: Painting isn't expensive if you do it yourself, but be careful when selecting interior colors. Avoid cherry red, canary yellow, emerald green, and other bold colors with strong visual impact. Make sure hinges and knobs are tightened and doors close properly.

### Suggested Staging Tips

Here are some staging tips that you can use to increase your house's emotional appeal.

- Kitchen: Aromas from fragrant goodies like freshly baked gingerbread or just-brewed coffee bring back wonderful memories of home.
- Bathrooms: Always have fresh towels in bathrooms. Buy new shower curtains; old ones are usually spotted with mildew. Put new soap in the soap dishes.
- Clear everything off your refrigerator: Most folks use magnets or tape to stick everything from vacation snapshots and finger-painting masterpieces. Clear everything off.
- Comfort: Keep your house warm in the winter and cool in the summer. A house that's too hot or too cold isn't inviting.
- Flowers: Vases of colorful, fresh flowers spotted throughout the house make a wonderful impression on prospective buyers.