

FIRST IMPRESSIONS MATTER

A Checklist for Getting Your Home Market-Ready



Taking the time to declutter, deep clean and repair your home and property before listing it for sale can increase its appeal to prospective buyers, potentially resulting in a faster sale at a higher price.

INCREASE CURB APPEAL

A well-maintained and attractive exterior is crucial, as it creates a positive first impression and sets the tone for the rest of your home. Spruce up your outdoor space with the below checklist.

- ☐ Mow the lawn
- ☐ Trim shrubs
- ☐ Edge gardens and walkways
- ☐ Get rid of weeds
- ☐ Add mulch beds around trees and bushes
- ☐ Sweep walkways and the driveway
- ☐ Remove branches, litter or toys
- ☐ Add plants, flowerpots or window boxes
- ☐ Deep clean walls and walkways to remove mildew and moss
- ☐ Get rid of driveway grease stains with cleanser or kitty litter
- ☐ Stack wood neatly in a pile
- ☐ Repair, sand, paint and stain the patio and deck areas
- ☐ Remove any outdated or damaged outdoor furniture
- ☐ Replace damaged screens, shutters or old storm doors
- ☐ Check and fix loose or damaged roof shingles
- ☐ Clean and replace bricks, wood and trim
- ☐ Add a fresh coat of paint on the outside of the house, front door or mailbox
- ☐ Remove debris from gutters and the lawn
- ☐ Polish brass, front door hardware and outside lighting fixtures
- ☐ Clean out septic systems
- ☐ Add seasonal decorations

MAKE THE INTERIOR SHINE

Create an inviting and welcoming atmosphere inside by cleaning, decluttering and organizing your home so potential buyers can envision the lifestyle it offers. Freshen up your indoor areas with the below checklist.

- ☐ Paint walls with either a neutral or fresh coat of color
- ☐ Shampoo or replace carpeting
- ☐ Clean, wax or refinish hardwood floors
- ☐ Wash windows, windowsills and baseboards
- ☐ Dust and vacuum blinds and curtains
- ☐ Replace loose caulking or grout
- ☐ Remove outdated, damaged or excessive rugs or furniture
- ☐ Polish silver and crystal items
- ☐ Add lamps in cozy areas for softer lighting
- ☐ Clean and polish kitchen appliances, including the refrigerator, oven and sink
- ☐ Store or hang kitchen countertop appliances and items
- ☐ Polish bathroom tiles and porcelain
- ☐ Clean off mildew from sinks and showers
- ☐ Organize closets with shelves and storage bins
- ☐ Store everyday items like papers and toys in cabinets and closets
- ☐ Store pet accessories in closets or drawers
- ☐ Clean the fireplace
- ☐ Drain sediment from the water heater
- ☐ Change the furnace filter
- ☐ Clean air vents

GET IT CAMERA READY

To seal that positive impression and ensure your house is ready to be photographed, make sure everything is clean, organized and set up to show the lifestyle it could offer. Add final flair with the below checklist.

- Turn on lights
- Vacuum and clean lingering dust
- Clear last-minute clutter
- Open draperies, shades and blinds
- Place accent items throughout, like a set dining table, open cookbook, bowl of fruit or flowers

By marking some or all of these items off of your pre-market checklist, you'll be well on your way to increasing the perceived value of your home and creating a warm, inviting space that potential buyers love.

Notes:

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