



## Home-Selling Checklist

### **Amp up the curb appeal**

No matter how good the interior of your home looks, buyers have already judged your home before they walk through the door. You never have a second chance to make a first impression. Your home's exterior is the first thing a buyer sees, in person and online. In the yard, trim hedges, refresh mulch, edge the lawn, and purchase inexpensive shrubs and brightly colored flowers. Consider pressure-washing your house, walkways, and driveway, and painting trim and shutters. Polish the front door hardware, paint the door, and clean any cobwebs. This will make your home feel alive and inviting. You can typically get a 100-percent return on the money you put into your home's curb appeal.

### **The kitchen comes first**

You're not actually selling your house, you're selling your kitchen – that's how important it is. The fastest, most inexpensive kitchen updates include painting and new cabinet hardware. Use a neutral-color paint to present buyers with a blank canvas where they can start envisioning their own style.

### **Don't over-upgrade**

Quick fixes before selling always pay off. Mammoth makeovers, not so much. Get a new fresh coat of paint on the walls. Replace door handles and cabinet hardware, make sure closet doors are on track, fix leaky faucets and clean the grout.

### **Conceal the critters**

You might think a cuddly dog would warm the hearts of potential buyers, but you'd be wrong. Not everybody is a dog-lover or cat-lover. Buyers don't want to walk in your home and see a bowl full of dog food, smell the kitty litter box or have tufts of pet hair stuck to their clothes. It will give buyers the impression that your house is not clean.

### **Half-empty closets**

Storage is something every buyer is looking for and can never have enough of. Take half the stuff out of your closets and neatly organize what's left in there. Buyers will take a peak, so be sure to keep all your closets and cabinets clean and organized.

### **Always be ready to show**

Your house needs to be "show-ready" at all times – you never know when your buyer is going to walk through the door. Keep it neat and tidy!

These are just a few tips to get your home market-ready. At Tree City Realty, our experienced agents can help you enhance your home to its fullest potential!