

## 10 Simple Ways to Get Your Home Ready to Sell

Dear Neighbor,

Thinking about selling? How your home looks and feels makes a big difference. Here are 10 simple ways to get your home ready, plus what can happen if you skip this step.

### YOUR PRE LISTING CHECKLIST

- 1 Declutter your home.** Remove extra items to make rooms look bigger and more open.
- 2 Deep clean everything.** Clean floors, windows, bathrooms, kitchens and appliances.
- 3 Make small repairs.** Fix leaky faucets, broken handles, loose doors and anything that needs attention.
- 4 Freshen up the paint.** Use light, neutral colors to make your home feel bright and welcoming.
- 5 Improve curb appeal.** Cut the grass, trim bushes, remove weeds and make the front entrance look inviting.
- 6 Remove personal items.** Put away family photos and personal decorations so buyers can picture themselves living there.
- 7 Let in natural light.** Open curtains and blinds, clean windows and turn on lights to brighten each room.
- 8 Get rid of bad odors.** Keep your home smelling fresh and clean, especially if you have pets.
- 9 Organize closets and storage.** Neat spaces help buyers see how much storage your home offers.
- 10 Make your home feel welcoming.** Make beds, arrange furniture neatly and keep every room looking its best.

## 3 Ways Not Preparing Can Hurt Your Sale

Skipping preparation can cost you time and money.

### RISK 1

#### Fewer showings

**Buyers may pass on your home.**

A messy home, poor photos or an unattractive exterior can cause buyers to lose interest before they even step inside.

**The impact:** Fewer showings mean fewer chances to find the right buyer, and your home may sit on the market longer.

### RISK 2

#### Lower offers

**Buyers may offer less money.**

When buyers see clutter, damage or unfinished repairs, they may feel the home needs too much work.

**The impact:** Buyers may offer less than your asking price, ask for extra concessions or choose another home that looks move in ready.

### RISK 3

#### Inspection problems

**Your sale could be delayed.**

Ignoring repairs or maintenance issues can lead to problems during the home inspection.

**The impact:** Buyers may request expensive repairs, ask for a price reduction, delay closing or even walk away if their contract allows it.

### THE BOTTOM LINE

## How your home looks and feels matters.

Preparing your home before listing can help you:

- ✓ Attract more buyers and showings.
- ✓ Receive stronger, more competitive offers.
- ✓ Reduce surprises during inspections.
- ✓ Sell with fewer delays and less stress.

*You only get one chance to make a great first impression. Make it count!*

Planning to sell? We can walk through your home and tell you what will make the biggest difference.

[Talk to Our Team](#)

### MEET THE TEAM



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*...and as always, welcome home!*

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