

## Preparing to Sell Your House

- Find a Realtor that you trust
  - Once you have found a Realtor you trust, TRUST your Realtor
  - Listen to his/her recommendations
  - Ask questions – it's a Realtor's job to make sure you understand every aspect of the transaction
- Disassociate yourself from the house – think like a buyer coming to see your house for the first time. Going to see a few other houses currently on the market can help you identify things a visitor might notice that the homeowner might not.
- Create Curb Appeal – a buyer may not get out of their car if your curb appeal isn't on point and the rest of this to-do list won't matter. CREATE CURB APPEAL!
  - Mow the lawn
  - Plant vibrant flowers - yellow is said to evoke a buying emotion
  - Pull weeds
  - Trim any shrubs or bushes
  - Paint faded window trim and front door(s)
  - Add wreath(s) and welcome mat to welcome visitors
  - Make sure the house number is clearly visible
- De-personalize
  - De-clutter
  - Rearrange bedroom closets and storage cabinets
    - Alphabetize spice jars
    - Neatly stack dishes
    - Hang like clothing items together, buttoned and facing the same way
    - Line up shoes neatly
- Consider renting a temporary storage unit – you are going to have to move your belongings anyway, why not remove the non-essentials now so that your house looks neat, clean and like it has plenty of storage
- Remove/Replace Favorite Items – buyers will presume everything they see comes with the sale, even if you indicate it is not included with the

sale. But if the buyer never sees it, they couldn't possibly want it.

- Paint walls to neutral, classic and contemporary colors
- Make minor repairs – The Swan Team provides you with handyman service to accomplish these tasks
  - Patch holes in walls
  - Fix leaky faucets
  - Replace cracked floor or counter tiles
  - Fix doors that don't close properly and drawers that might jam
  - Replace burned-out light bulbs
  - Re-caulk tubs, showers and sinks
- Don't Just Clean Your Home, Make it Shine!
  - Clean out the refrigerator – you'd be surprised at how many people open the fridge...it's yet another time to wow potential buyers
  - Vacuum daily
  - Wax floors
  - Clean out cob webs
  - Replace/remove worn rugs – if you have hardwood floors, let them stand out instead of covering them with rugs
  - Hang up fresh towels
  - Rent a pressure washer and spray down sidewalks and exterior
  - Neutralize odors, however, the smell of fresh baked cookies is always a welcomed scent.
- Wash Windows Inside and Out – The Swan Team provides a professional service that will make your windows sparkle...at no cost to you!
- Create a list of all the upgrades/additions/changes you have made to the property – include any invoices, warranties or costs associated