



GETTING YOUR HOME READY TO SELL

General Tips

- The process can be daunting. You don't have to do it all at once. Try to tackle a room a day
- Get large bags, boxes, tape, and a marker to label and store the items you are removing
- Storing items in the garage is fine. In a storage unit or someone else's house is even better

Depersonalize

- Family portraits & personal photos
- Memorabilia
- Sentimental objects
- Collection/hobby items
- Anything that has to do with hunting, religion, or sports

Declutter

- Closets
 - Remove at least ½ of the items hanging in your closet
 - Use one type/color of hanger for everything that stays
 - Organize closet items by color
- Pack up knickknacks
- Clean clutter & appliances off the kitchen counter. Leave the coffee machine
- Remove any items stored on top of cabinets
- Consider (re)moving exercise equipment (the garage is fine)
- Old or damaged furniture (or purchase slipcovers; [Ikea has a large selection](#))
- Remove ½ - ¾ of books on shelves. Start with paperbacks, political, religious, or any controversial books

Maintenance

- Deep clean all carpets
- Remove (and replace!) fixtures you want to keep, like a cherished chandelier or fancy toilet seat
- Patch holes in walls
- Fix leaky faucets
- Replace broken window glass
- Fix doors that don't close properly (usually tightening all screws should work)
- Fix drawers that don't close properly
- Replace burned-out light bulbs
- Wipe down walls (magic eraser works great)
- Remove wallpaper & paint a neutral color
- Clean the entire home, especially the kitchen & cabinets
- Wash windows (a 50/50 solution of vinegar & warm water leaves a streak-free shine)
- Consider removing screens and storing them in the garage.
- Power wash driveway, walkway, and siding
- Mow and weed the lawn
- Trim any bushes
- Clean gutters
- Any other outstanding repairs you've been meaning to get to?

Possible Upgrades

- Paint (can just be a room or entire home)
- Planting flowers and spreading mulch in the yard
- New welcome mat
- Paint front door
- Change out old outlet covers (usually with white or brushed nickel covers)
- Change old light switches if yellow (with white switches)
- New knobs & drawer pulls (make sure they all match)
- Replace old bedspreads and curtains (especially if they are dark) with new, light ones
- A new chandelier or light fixtures (especially if they are old/dated)
- [Small motion sensor lights](#) in closets

Before an Open House or Showing

- Use laundry bins to temporarily store excess toys and other misc. stuff laying about
- Hide children's toys
- Hide pet beds, bowls, toys, litter boxes, etc.
- Clean all sinks and countertops
- Put away dishes
- Store toiletries in a caddy under the sink
- Fold towels neatly on the towel rack
- Wipe down fixtures and faucets
- Pick up all clothes from the floor
- Vacuum—especially if you have shedding pets, and mop floors
- Clean the yard of any pet mess
- Consider air fresheners if there are bad odors. A pure citrus smell works fine. Use lightly.
- Empty trash cans
- Hide garbage bins and cleaning supplies
- Lock/hide any jewelry, valuables, and important paperwork
- Consider turning on the hot tub jets (if any)
- Turn on all lights