

REAL ESTATE HOME SELLING CHECKLIST

Before you step into the staging process of your home, make sure you have read through the entire Cleaning Checklist.

1 FIRST IMPRESSION

- Check the entrance, making sure the door and any fences are clean and undamaged
- Give the front door a new coat of brightly colored paint
- Check the doorbell to ensure they are working properly

2 MAKE ANY NECESSARY REPAIRS

- Replace any broken door knobs and drawer handles, making sure drawers are properly aligned and screwed in tightly
- Fill any holes or cracks in the walls (consult an expert if cracks are present)
- Replace any cracked tiles
- Repair any frayed carpets or replace them if they are more than 4-5 years old
- Repair and paint the window and door frames, as well as any trim if paint is more than 4-6 years old
- Repair and paint the inner carpentry

extra tip

Bad smells are the single biggest turn off for prospective buyers. Don't just cover them up, fix the source of the smell. Clear drains, wash bins, open windows, air the kitchen from old cooking smells, get rid of furniture that is embedded with cigarette smoke, and wash any grimy bed sheets and covers.

Invest in obvious conversions (adapting the garage into extra rooms or converting a loft to a more versatile living space). If you don't have enough spare cash to make the conversion, consider getting planning permission anyway.

3 DEPERSONALIZE THE SPACE

- Pack away personal items (bills, bank statements, etc.) for your own security
- Remove family photos, as this allows buyers to imagine themselves in the home

4 ASSESS THE VIEW FROM ALL WINDOWS

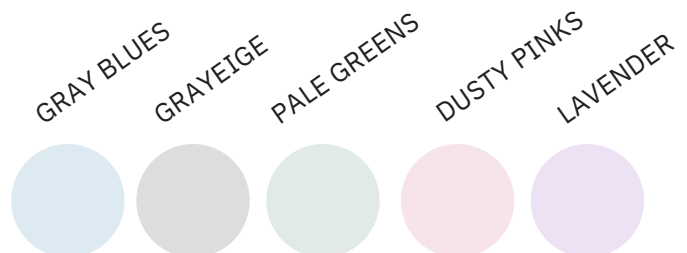
- Cover the windows looking out onto sights such as:
 - Your (or your neighbor's) garbage/bin area
 - Utility poles
 - A neighbor's residence (especially bedrooms, bathrooms, etc.)
 - Anything which you yourself would not wish to live with or look at

extra tip

Make sure the windows are properly dressed with blinds or curtains as naked windows make a place feel impersonal and run down. Buy some cheap ones if necessary.

5 PAINT THE WALLS

- Repaint walls or doors, either to touch up the current coat or to put in place a more neutral, widely-appealing color
- Best light colors you can't go wrong with:



6 ARRANGE LIGHTING

- Organize lighting for more appealing atmosphere in rooms - kitchen, living room, bathrooms
- Adding extra lamps to create mood atmosphere in rooms - living room, dining room, bedrooms
- Lighten up all dark rooms and spaces
- Check the light bulbs and change old ones

7 ACCESSORIZE WELL WITH A COLOR SCHEME

Use one color scheme to cover:

- | | |
|-------------------------------------|--|
| <input type="checkbox"/> Pillows | <input type="checkbox"/> Plants |
| <input type="checkbox"/> Blankets | <input type="checkbox"/> Curtains |
| <input type="checkbox"/> Artwork | <input type="checkbox"/> Rugs |
| <input type="checkbox"/> Sculptures | <input type="checkbox"/> Light fixtures |
| <input type="checkbox"/> Mirrors | <input type="checkbox"/> Furniture (if possible) |

extra tip

Avoid small art pieces on big walls and vice versa.

Wall mirrors make a room look much bigger and lighter. Great for smaller rooms or hallways.

Plants, fruit bowls, and flowers bring color, life, and light to a room and also smell wonderful. Make sure to put only real plants, not plastic.

8 ORGANIZE EACH ROOM TO SERVE ONE PURPOSE

- Add mats and low lighting to your basement to convert it into a meditation/yoga space
- Make a reading retreat out of a stairwell with a cozy armchair, small table, and lamp
- Turn storage into home office space or an extra bedroom

9 KITCHEN

- Sort cutlery, kitchen tools, and accessories
- Upgrade appliances

10 BATHROOM(S)

- Create the look of a personal spa Add white or off-white brand new fresh towels, fold them nicely
- Place greenery or flowers around the sink or tub
- Install a fabric shower curtain which fits your color scheme
- Put some light air fresheners in the room

11 EXTERIOR

- Repaint any exterior as required
- Replace any broken fence posts Repair or replace any broken doors
- Restain or repaint both the fence and or front/back doors if required
- Repair or restain decking
- Tidy up the garden if applicable
- Check for dry rot and moss throughout the property
- Mow the grass and trim any edges
- Weed everywhere
- Grow grass to fill any empty patches
- Keep it fertilized during the growing season
- Replace any dead plants
- Trim hedges
- Prune trees and bushes
- Place outdoor plants by the entrance door and on the terraces
- Plant small, colorful flowers in either single pots or flowerbed

12 KITCHEN

- Create a backdoor atmosphere (lounges/leisure furniture, barbeque, etc.)
- Organize outdoor sitting area
- Place outdoor furniture and lighting in the outdoor space