

LARK REALTY GROUP

10 Steps to Getting Sale-Ready



www.larkrealtygroup.com



1 **PREP THE PAPERWORK**

Buyers and agents are going to ask a lot of questions, so start digging out the paperwork now: utility bills, tax bills, renovation details, warranties, surveys, insurance claims, receipts

2 **MAKE AN EXTRA SET OF KEYS**

Prospective buyers and their agents will need to access your home, so you will need an extra set of keys. It is worth the \$3 not to have to open the lockbox every time you want to come home.

3 **GET SOME BOXES + DUCT TAPE**

A big part of the adventure you are about to embark on involves reducing clutter. So the next time you are at Costco, pick up some big totes for packing away things that can stay packed when you move. An investment under \$100 will get you proper packing supplies and reduce your stress. If you are going to be moving a lot of stuff out of your house for the sale, consider renting a POD storage locker. You fill up the POD at your home, it gets carted away, stored, and then delivered to your new home when you move in!



4

CHANGE LIGHTBULBS & UPDATE LIGHT FIXTURES

It is easy to forget about all the bulbs that have burned out over the years, but you want your home to be as bright as possible. Lighting makes an incredible difference to how a home looks to potential buyers. If you have dated light fixtures (it's OK, a lot of us do), take a quick trip to IKEA or Home Depot and pick up some modern ones.



5

SCOUR THOSE BATHROOMS

Remove all the toiletries you have on display (nobody wants to know you use Head & Shoulders). Invest in some new white towels (and no, you don't get to use them). Visit Target or Home Goods for affordable accessories: soap dishes, toothbrush holders, etc. If your toilet seat, shower curtain, or bath mat are gross (be honest with yourself), replace them. Consider replacing the toilet paper holder and towel rack/hooks too.

6

LIVEN UP THE LIVING ROOM

Clean the sofa and chairs and invest in some new throw pillows. Consider getting an area rug to bring the room together. Hide the magazine rack and any clutter that has accumulated. Lastly, tuck away all those unseemly wires from your TV, stereo, and speakers.

7 TIDY UP THAT BACKYARD.

What you can accomplish in the backyard will of course depend on what time of year you sell. If you are selling in the spring or summer: clean up the gardens, trim the trees, cut the grass, stain the deck, and clean the patio furniture and BBQ. If it is winter: do your best to make it look presentable. If you have a garage: tidy it up and fix any peeling paint and the sagging roof.

8 MAKE A LIST OF ALL THE LITTLE REPAIRS THAT YOU HAVE BEEN AVOIDING.

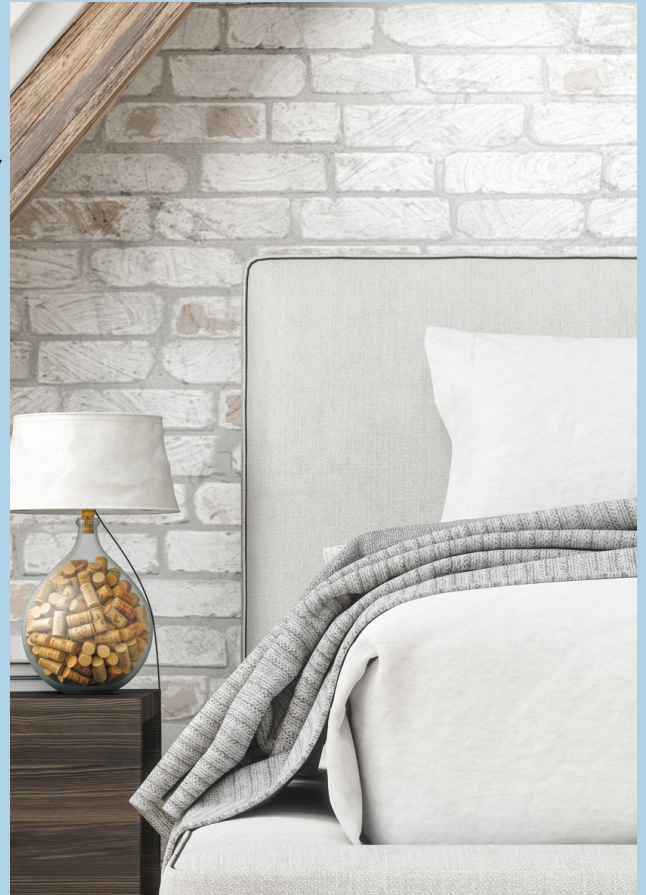
This includes leaky faucets, the picture holes in the wall, light switches that stopped working, etc. Get it done once and for all. If you are not handy yourself, bring in a handyman to take care of it. We know some good ones, we can help!



9

BEAUTIFY THE BEDROOMS

The bedrooms should be inviting, and that means more cleaning, decluttering, and investing in a few props. If you do not already have one, purchase a neutral-colored duvet cover and some new fancy pillows. Straighten the bookshelves. Remove family photos, knick knacks, and personal grooming products. Clean out the closets. Consider getting an area rug if the floors are cold. If you have jammed a dresser or armoire into the space that doesn't really fit, consider storing it offsite. If you have converted two of your bedrooms into offices or work spaces, convert at least one of them back to a bedroom.



10

TACKLE WHAT YOU CAN'T SEE: CLOSETS AND STORAGE AREAS

As much as we would love to say that you can cram all the stuff you do not want on display into your closets, the truth of the matter is that buyers will open your closets. All of them. They will look in your cupboards. And they will judge you and your home. The last thing you want is for buyers to think there is not enough storage in your home, so take the time to pack away what you do not need in the immediate future.

