



[REAL ESTATE]

# selling your home checklist

From cleanup to closing, this guide will walk you through the process (even if you don't use a real estate agent to sell your pad).



## step 1: make quick fixes

### EXTERIOR

- Sweep sidewalk
- Mow grass (rake leaves, shovel snow)
- Trim hedges
- Plant flowers
- Clean gutters
- Fix chipped paint spots

### INTERIOR

- Repaint bold walls neutral colors (neutral tones make a home easier to sell)
- Do any DIY fixes (faucets, squeaky doors)
- Unclutter your closets and bookshelves
- Store items that are clunky, unattractive, or too personal

## step 2: price your property

Regardless of whether you are going to sell with an agent or by yourselves, schedule for an agent from one of your city's major real estate agencies (who is approved by the National Association of Realtors) to come to your home and tell them you want to know this info:

	AGENT 1	AGENT 2	AGENT 3
<input type="checkbox"/> A realistic sell price	_____	_____	_____
<input type="checkbox"/> A realistic listing price	_____	_____	_____
<input type="checkbox"/> Three comparable homes that they've represented sold within the last few months	_____	_____	_____
<input type="checkbox"/> Three comparable homes currently on the market: what they are listing for and how long they've been for sale	_____	_____	_____
<input type="checkbox"/> Three comparable homes taken off the market (and why)	_____	_____	_____
<input type="checkbox"/> What they would do to get your home ready	_____	_____	_____

## step 3 option a: work with a realtor

### IF YOU DECIDE TO HIRE A REALTOR TO HELP YOU SELL YOUR HOME:

- Choose an agent you trust and like working with
- Keep your contract short so the agent has incentive to sell fast
- Pick a day for an open house (usually two to three hours on a weekend afternoon)
- Make sure your agent lists the house around town
- Hire a lawyer to help with complex offers, mortgages, leases, and contracts
- Get a home inspection

## option b: work without a realtor

### IF YOU DECIDE TO SELL YOUR HOME YOURSELF:

- Take pictures when house is clean, clutter free, and has optimum sunlight
- Decide what you're going to list the house for (get number from agents you invited over and from researching similar homes online)
- Set a date for an open house (usually two to three hours on a weekend afternoon)
- Post your open house with basic info and pictures in local newspapers and online services
- Put up a sign on your lawn and print flyers with house pictures to leave around town
- Hire a lawyer to help with complex offers, mortgages, leases, and contracts
- Get your home inspected

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## step 4: get a home inspector

### FIND A CREDENTIALLED INSPECTOR ON LOCAL THENEST.COM MESSAGE BOARDS TO SEE WHO OTHER PEOPLE IN YOUR AREA RECOMMEND. USE YOUR HOME INSPECTOR TO HELP FIND OUT THE FOLLOWING:

- Square footage
- Length of each room
- Appliances with dates purchased
- Taxes
- Local schools
- Distance to public transportation

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## step 5: use sell sheet

### FILL OUT THIS DETAILED LIST ON HOUSE SPECIFICS:

Listing Price \_\_\_\_\_  
Square Footage \_\_\_\_\_

Number of bathrooms \_\_\_\_\_  
Number of bedrooms \_\_\_\_\_

### size of each room

ROOM	SIZE
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

### appliances and date purchased

APPLIANCE	DATE
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

### list of amenities

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### taxes

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### distance to public transportation

Bus \_\_\_\_\_  
Subway \_\_\_\_\_  
Train \_\_\_\_\_  
Highway \_\_\_\_\_

### schools (names and addresses)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_