



Steps to Get Your Home Ready to Sell

Selling a home can seem like a daunting process, but with the right preparation and assistance from Sherry & Jackie with Baker Homes, you can ensure your property is ready and attracts potential buyers. We are here to assist you through this process and take some stress off of you. Here are some essential tips and steps to help you get your home ready to put on the market.

1. Declutter

Before listing your home, it's crucial to create a clean and neutral space. Buyers need to be able to envision themselves living in your house with their own belongings, and this can be difficult if the space is cluttered or filled with personal items. Sherry and Jackie can give you suggestions of areas in your home that could use depersonalization or less "stuff".

- **Remove Personal Items:** Take down family photos, personal collections, and other memorabilia not only off of furniture, but also on walls. Less is more on walls.
- **Declutter:** Clear out unnecessary items from each room, including closets, to make spaces look larger and more organized. Less of your items helps buyers see how much space is available and can help envision their own items in the space.
- **While systematically going through each room in your home,** create piles of items to keep, donate, or trash. Frequently load up the donation items and drop off to your local thrift shop, homeless shelter, rescue program, or charity so the volume does not get overwhelming. Box up items you want to keep to get ahead of the moving process.
- **Store Excess Furniture:** Consider renting a storage unit temporarily to keep extra furniture, seasonal items, and belongings that might make rooms feel cramped. You want your home to look like it has ample living space and avoid the perception that there is not enough storage space.
- **Keep in mind that a house looks completely different when you are living in it with your regular schedule and activities versus when it is on the market and being shown to buyers.**

2. Repairs

Small repairs can make a significant difference in how your home is perceived. Addressing these issues before listing can prevent potential buyers from being turned off and can keep them from appearing on a home inspection. It is easy to overlook simple repairs because you see it every day and no longer recognize it as a problem. Not sure if you need to repair something? Or not sure who to contact for repairs you cannot do yourself? Ask Sherry and Jackie!

- **Fix Leaks:** Check all faucets, toilets, and pipes for any leaks and have them repaired.
- **Patch Holes in Walls:** After taking personal pictures and memorabilia off of walls, remove nails and anchors, and patch. Fill in any other holes or cracks in the walls and repaint as necessary. Check walls behind doors for any holes or indentions caused by door handles hitting the wall.

- **Repair or Replace Broken Items:** Ensure all doors, windows, and appliances are in good working order. Replace cracked outlet and light switch plates. Are any light bulbs burned out? Do exhaust fans run without sounding too noisy? Are faucets, shower heads, or toilets loose? Do all electrical outlets function? Are handrails secure and stable?
- **Continue regular maintenance:** Schedule your HVAC and gas fireplace to be serviced. Schedule your wood fireplace and chimney to be cleaned. Schedule your septic to be pumped.

3. Updates

While major renovations aren't always necessary, minor updates can modernize your home and increase its appeal. If considering a major project, contact Sherry and Jackie first for a professional opinion on whether it will help your selling power.

- **Fresh Coat of Paint:** Repainting walls with neutral colors can make rooms feel fresh and updated. If every room in your house is a different color, repainting a few rooms in the same neutral color can give a cohesive feeling to your listing.
- **Update Fixtures:** Replacing outdated light fixtures, cabinet handles, towel racks, and faucets can give your home a more contemporary feel without breaking the budget.
- **Enhance Curb Appeal:** Simple new landscaping, pruning bushes and trees, and adding a new mailbox can make a huge difference in first impressions.
- **Showcase your front porch:** Make your front porch POP! by painting your front door, replacing a worn out welcome mat, hanging a wreath or decorative item, and add a pot of flowers or hanging plants.

4. Clean

After decluttering and repairs are completed, deep cleaning your home is a critical step in the process. Buyers want to see that your home is well taken care of and can be turned off by dirt and grime, therefore a spotless home can significantly impact a buyer's impression.

- **Clean Carpets and Floors:** Hire professionals for carpet cleaning, especially if you have any stains. Ensure all floors are polished and shining. Take time to clean the baseboards and any mouldings. If you or your family tends to track in mud and dirt, then start a new habit of taking your shoes off at the door and clean the floor without delay if it gets messy.
- **Wash Windows:** Clean both the inside and outside of windows for maximum light and clarity. Don't forget to wipe down the window sills and any external ledges.
- **Scrub Bathrooms and Kitchens:** Pay special attention to these rooms as they are scrutinized by buyers. Ensure all fixtures are sparkling, and there is no mold or mildew.
- **Clean exterior:** Power wash your siding, driveway, and sidewalks. Sweep your porches and decks. Ensure gutters are cleaned out.



Sherry Hammond 417-719-8684
 Jackie Pyle 417-343-1800
sherryandjackiewithbakerhomes.com
sherryandjackiebh@gmail.com



5. Staging

Staging involves arranging furniture and decor in a way that highlights your home's best features and makes it more inviting to buyers. Many buyers have difficulty envisioning how an empty space can be utilized.

Unsure how to stage what is left in our home? Sherry and Jackie can assist!

- **Arrange Furniture:** Position furniture to create an open flow and make rooms appear spacious.
- **Highlight Key Features:** Draw attention to fireplaces, large windows, accent walls, or other desirable features.
- **Remove extras:** You've decluttered and removed items from your home, but you may still have extras. Determine of how many dining chairs you use and remove the extras. Take stock of your bedding, towels, clothes, and kitchen gear. Remove extras to make your closets and cabinets look spacious and more than big enough to house all the household items needed to live there.
- **Add Finishing Touches:** Place fresh flowers in the house and use fresh fruit in the kitchen. Keep your dining table less cluttered by only adding a centerpiece. Add tasteful but simple décor to create a welcoming atmosphere.

6. Light

Good lighting can make your home feel warm and welcoming. Bright rooms can appear bigger.

- **Maximize Natural Light:** Open curtains and blinds to let in as much natural light as possible.
- **Add Lamps:** Place lamps in darker areas to brighten up spaces. If a light switch is connected to an electrical outlet, use a lamp in the outlet for buyers to know what the light switch activates.
- **Check Light Bulbs:** Ensure all light bulbs are working and consider using higher wattage bulbs for a brighter effect. If multiple light bulbs are in the same light fixture, confirm they are all the same; such as soft white or daylight bulbs.

7. Photos

Most buyers start their search online, therefore having high-quality photos is crucial in making a good first impression. Sherry and Jackie provide professional pictures, floorplan, and drone pictures (when needed) at no additional cost to our clients.

- **Professional:** Professional pictures can capture your home in the best light and highlight special features.
- **Clean:** Your top priority is to clean before photos are taken. Make your home sparkle.
- **Stage for Photos:** Fluff pillows, refresh towels, place fresh flowers or fruit on counters or tables, remove dead or struggling plants, leave only minimal items on kitchen and bathroom counters, and remove extra knickknacks and personal photos.

8. Price

Setting the right listing price for your home is critical to attracting buyers. Sherry and Jackie advise our clients of pricing strategies and explain market factors contributing to recent changes in the local real estate market. You are not in this alone.

- **Research Market Trends:** Look at recent sales of similar homes in your area to get an idea of what your home is worth. Sherry and Jackie do the research for you and present our findings to help you make an informed decision.



Sherry Hammond 417-719-8684
Jackie Pyle 417-343-1800
sherryandjackiewithbakerhomes.com
sherryandjackiebh@gmail.com



- **Get a Professional Appraisal:** Consider hiring an appraiser to give you an objective opinion of your home's value. This is optional, but can be helpful if it is hard to find comparable homes or you have a one-of-a-kind home.
- **Be Realistic:** Avoid overpricing your home as it can deter buyers and prolong the selling process.

9. Realtor

Sherry and Jackie with Baker Homes do real estate differently. We provide valuable guidance, support, and expertise throughout the entire selling process. Contact us at the very beginning so we can help you save time, energy, and money. We are your consultants of what and how to best spend your time and money to get your home listed to sell quickly for the most money. Don't wait until you get to this step to contact us. Call us at step 1. We want to help take the stress off of you.

- **Choose the Right Realtors:** Choose Sherry and Jackie with Baker Homes
Sherry Hammond 417-719-8684, Jackie Pyle 417-343-1800
sherryandjackiebh@gmail.com, sherryandjackiewithbakerhomes.com
- **Communicate Goals:** Clearly communicate your objectives and expected outcome. What do you expect from your Realtor team?
- **Feedback:** Be open and listen to your Realtor's advice on pricing, staging, and marketing strategies.

10. Showings

Being ready for showings at any time can increase your chances of finding a buyer quickly. It may seem like a tremendous amount of work to keep your house ready, but with daily tidying up and planning ahead, you can do it.

- **Keep Your Home Clean:** Maintain a clean and tidy home, ready for potential buyers to visit at any moment. Start the habit of taking your shoes off when you enter your home to keep dirt and debris off your floors. Pick up and clean your home each night before bed. Tidy up before you leave your house.
- **Valuable Items:** Lock away any medications and valuables.
- **Be Flexible with Showings:** Accommodate showing requests as much as possible, even on short notice. You can establish a 1-2 hour notification window to allow enough time for you to do a quick final spot clean and get the kids and pets out of the house, if needed.
- **Leave During Showings:** Allow buyers to explore your home freely by leaving the house during showings. Take your pets with you or place them in crates. Even if your pets are friendly, some people are afraid of specific animals or have allergies.
- **Backup Plan:** Create a backup plan for your pets.

This is not an exhaustive list, but can encourage further thought and planning. Contact Sherry and Jackie with Baker Homes to sit down with you and discuss our "Shackie" team approach to real estate and how we put our clients first.

