
Northern Virginia Home Seller Checklist

1. Clear All Clutter

When a buyer walks through your home, they must “see and feel” themselves moving into the house. If the house is cluttered and messy, nobody is going to see themselves enjoying the home. If a buyer can’t see or feel themselves moving in, they aren’t buying.

2. Get Rid of Evidence of Pets

Smells, fur, scratch marks on furniture or carpeting ... all a potential repellent of a good buyer. Not because they don’t love pets, but because your home must feel pleasant and “move-in ready”. You don’t know what kind of allergies, scent sensitivity, or otherwise a good buyer might have. Not a hard fix.

3. Eliminate Kid Clutter

We’re not saying to change their bedrooms and send them away to the grandparents (though that might be a nice break). What you want to get rid of is anything that looks like a tornado just came through with toys, games, shoes, blankets, dolls, and so forth. The only rooms that kids should be obvious in are their bedrooms. The rest of the house needs to present itself in a tidy fashion.

4. Tidy up Front Yard and Porches

When a buyer pulls up, the first thing they look at is curb appeal. I can’t tell you how many times I’ve driven up to a house with my buyers, they look at the curb appeal and quickly ask me to drive away. Game over for the seller. This doesn’t take much effort and can pay big dividends.

5. Get Rid of Sunken Paving Stones

Or anything else that you’ve been procrastinating on that is obvious, wouldn’t take more than a Saturday afternoon to fix, and would improve the presentability of your house. It’s a competitive market, and buyers shop on comparison. So be competitive. Fix those nagging things.

6. Paint Rooms That Need It

Pretty simple here... walk into a room, look at the walls, and if they aren’t neat then paint them. It’s amazing what a simple coat of paint can do for the perception of a room and your overall house.



7. Replace Lighting Fixtures

This is a real pro tip here... upgrading your lighting fixtures to be a little higher quality (with high quality light bulbs) will make your home way brighter and make it feel “higher quality”. Especially when competing against other homes on the market, this is a detail very few homeowners know about that pays big dividends. It doesn’t have to cost much, yet makes an immediate impact on buyers.

8. Update Faucets and Spouts

Just like #7, this is another real pro tip. Doesn’t cost much and doesn’t take a lot of time but boy can it make a big difference. Invest in modern, nice faucets or spouts to make the entire house stand out and feel “higher quality”.

9. Provide Flowers and Greenery

This simple tip goes a long way towards making your house feel warm, inviting, and “move-in ready”. Putting in fresh flowers once per week in 1-2 rooms is plenty. Putting a few green plants throughout the house can really go a long way to making it feel like a buyers’ next home.

10. Keep It Smelling Clean

Easy ways to make sure that a home smells good during showings are to take out the trash, clean the oven, clean bathrooms, and make sure there is nothing old and funky in the fridge. Don’t cover bad odors with strong air fresheners, but if you want to create a scent to encourage buyers, try citrus or basil.

Bonus

11. Call me for Expert Pricing and Staging Advice

Learn common mistakes we see homeowners make that rob them of equity and will leave money on the table: