

SOUND OFF *Michelle Hennessey*

What are the top five things to do before listing your home?



Springtime is known as the busiest season for the real estate market. Many homeowners list their properties for sale during the spring and many buyers plan to shop for a home during the season to take advantage of the larger pool of inventory. If you are planning to sell this spring, it is critical that your home look its best to maximize your chances of selling in this more competitive market. Here are the top five tasks to consider before listing your home:

Deep clean: Thoroughly clean the

house, including all appliances and cabinetry. Have carpets professionally cleaned and deep clean hardwood floors so they gleam. Mr. Clean Magic Erasers do wonders for scuff marks.

Repairs: Make sure everything in the home is in working order and all mechanicals have recent service records. Don't ignore the little repairs — tighten up loose door knobs and locks, replace light bulbs and air filters, fix any leaky faucets and shower heads.

De-clutter and stage: Go through

the house with your real estate agent to decide what needs to be stored and re-organized. Furniture may need to be moved or removed to make the rooms look their best. If your house is empty, hiring a professional stager can make a real difference in how quickly your home sells.

Professional photos: Professional, high quality/resolution photos of the property are "a must", no matter what the price point.

Curb appeal: The house needs to look as good on the outside as on

the inside. The lawn and shrubbery should be well-maintained and neat. Any debris from the winter should be cleared. Make the home look inviting with potted plants and a welcome mat at the doorway. Give the front door a fresh coat of paint if needed and hang a spring wreath.

Plan ahead with your real estate agent and make a checklist of what needs to get done before your home goes on the market.

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