A GUIDE FOR SELLERS · CONNECTICUT

Getting Your Home Ready to Sell

A room-by-room checklist for photos and the first showing

You don’t need to renovate to sell well. What moves buyers is a house that looks cared for, feels roomy and photographs brightly. Most of that is a few weekends of work. Here’s where to spend them.

Start at the curb

- [ ] Mow and edge the lawn, trim the shrubs and pull the weeds
- [ ] Sweep the walk, the steps and the porch
- [ ] Fresh mulch in the beds, or a planter by the door
- [ ] A clean welcome mat and a working porch light
- [ ] Make the house number easy to see from the street
- [ ] Wash the front door, or give it a fresh coat of paint

Declutter and make room

- [ ] Clear every counter down to one or two items
- [ ] Clear the tops of dressers, nightstands and the fridge door
- [ ] Thin out closets, the basement and the garage by about a third, since buyers open everything
- [ ] Put away personal photos, collections and anything with names on it
- [ ] Take out a piece or two of furniture in smaller rooms so they feel bigger
- [ ] Start packing what you won’t need before the move

Fix the small things

- [ ] Replace burnt-out bulbs, and use the same color of bulb in each room
- [ ] Fix dripping faucets, running toilets and slow drains
- [ ] Tighten loose handles and hinges; fix sticky doors and windows
- [ ] Touch up scuffed paint and patch nail holes
- [ ] Re-caulk tubs, showers and sinks where it’s stained or cracked
- [ ] Test the smoke and carbon monoxide detectors and replace old batteries

Deep clean

- [ ] Windows inside and out, including the tracks
- [ ] Baseboards, light switches, doors and trim
- [ ] Grout, tile and glass shower doors
- [ ] Oven, range hood and the inside of the fridge
- [ ] Carpets shampooed if they’re looking tired
- [ ] A clean, dry, well-lit basement: run the dehumidifier and clear the floor space

Gather the paperwork

- [ ] Recent utility bills (electric, heat, water and sewer) for buyers who ask
- [ ] Records of big updates: roof, furnace, water heater, windows, septic
- [ ] Any permits for work you've done, and warranties that transfer
- [ ] Your survey and a copy of your deed, if you have them
- [ ] Your HOA or condo documents, if the home is in an association
- [ ] A list of what stays and what goes with you

What's worth fixing, and what isn't

Spend on what a buyer sees in the first thirty seconds and what an inspector will write down. Paint, lighting, clean floors and small repairs pay for themselves. A new kitchen or bath almost never does before a sale. Buyers would rather pick their own finishes, and they'll discount the price for anything that looks like a problem.

Not sure about something? Walk the house with me before you spend a dollar. I'll tell you what buyers in your price range expect and what they'll overlook.

A few Connecticut specifics

Connecticut sellers fill out a Residential Property Condition Disclosure Report. You know the house best, so it comes from you; I'll get it to you early so there's no scramble.

Your attorney will also ask about smoke and carbon monoxide detectors, and about anything like an oil tank, a well or a septic system. If your home has any of those, let me know when we first talk.

> Not sure whether something should stay or go? Text me a photo at 860-329-4820.



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General information about Connecticut practice, not legal, tax or financial advice. Every home and every transaction is different.