

30 DAY ACTION PLAN

HOME SELLER'S

A STEP BY STEP GUIDE
TO GETTING YOUR
HOUSE READY TO SELL

RE/MAX
HOUSE OF REAL ESTATE
SAMCOREA.COM

SAM

DAY 1



HIRE A REALTOR

If you haven't already hired someone, today is the day. A realtor will need a few weeks to schedule and prepare the marketing required to list your home for sale. An experienced listing agent will also guide you through the home preparation and staging process. If you require assistance they can pass along contacts for home organizers, stagers and contractors. Call the SAM Team for our recommendations.

DAY 2



MAKE A LIST OF SMALL REPAIRS AND GET SPARE KEYS CUT

Go through your home and make a list of all the little repairs and fixes that need to be completed. If you aren't able to repair them yourself, hire a handyman to help. Get an extra set of keys cut at your local hardware store. These can be put in the lockbox so buyers and their agents can get access to your home.

DAY 3



PICK UP BOXES, TAPE AND GET A STORAGE UNIT

Consider renting a pod or storage unit as you declutter.

DAY 4



GET A PRE-INSPECTION

It's best to know about any deficiencies or potential challenges in advance of negotiations. Doing it up front gives you the opportunity to fix any issues. You can also factor them into the asking price and set expectations if you know in advance. Call the SAM Team for our list of professional home inspectors.

DAY 5



GATHER PAPERWORK AND ORDER AN UPDATED RPR

Pull together utility bills, tax bills, renovation details, warranties, and mortgage details. You will be required to provide an updated Real Property Report (RPR). If you have made ANY changes outside (new deck, fence, shed) this information must be reflected on the RPR. If you are in a condo, order condo documents from your association. Contact the SAM Team to get help organizing these details.

DAY 6



DECLUTTER DINING AREAS AND ADD CENTERPIECE

Get rid of the junk! Make these areas look like a pleasant room to share a meal and add something pleasing to the center of the table like a decorative bowl or flowers.

DAY 7



DECLUTTER STORAGE AREAS IN BASEMENT AND ATTIC

Best to tackle this early in the process! Make it look as spacious and clean as possible. Make a pile to donate, a pile to throw away and find storage for the things you want to keep.

DAY 8



DECLUTTER LIVING ROOMS, HIDE WIRES AND DEPERSONALIZE

Clean the furniture, get rid of the clutter, and find a tidy way to store the toys. Dust and organize the book cases. Consider adding lamps and new throw pillows. Hide the wires of the TV. Remove all personal items such as family photos and collections so that potential buyers can picture themselves living there.

DAY 9



CLEAR OUT CLOSETS, CABINETS AND PANTRY

Go through the closets and remove clothing, coats and shoes that need to be donated, thrown away or stored. Organize the clothes closets and consider buying hangers so they are all uniform. Remove extra dishes and items not required in the kitchen cabinets. Throw away expired food and organize the pantry and medicine cabinets. Buyers will take a peek inside these areas so try to make them look as spacious and tidy as possible.

DAY 10



STORE, DONATE OR TOSS ITEMS

Now that you have made piles that need to be stored, donated or thrown out, make a trip to the donation box and the garbage bin. Box up items that you want to store and put them neatly in a storage room or storage unit.

DAY 11



CLEAN THE WALLS AND DOORS

Now that the house is decluttered and organized, it's time to start deep cleaning. Start by inspecting the walls and doors. Wipe them down or use a magic eraser to tackle stubborn spots. Make note of areas that need to be touched up with paint.

DAY 12



SCRUB STAINS AND MILDEW FROM SINKS AND TILE AND MAKE YOUR BATHROOMS SPARKLE

Remove all your toiletries from the vanities and showers and tuck them away. Scrub the tiles on the floor and walls. Remove hard water stains and build up around faucets and shower heads. Scrub water stains off your glass shower doors. Replace your toilet seats if required.

DAY 13



CLEAN THE GARAGE AND DRIVEWAY

Sweep and power wash the garage floor and driveway. If it is winter, make sure ice and snow is removed. Get some metal shelving and bins to store miscellaneous items. Hang tools and gardening equipment on walls and get as much off the floor as possible.

DAY 14



CLEAN THE APPLIANCES

Clean the oven. Empty the fridge, throw away all expired food and wipe shelves and drawers down before refilling. Scrub the microwave, clean the hood fan and scrub around the range burners. Remove all magnets and papers from the fridge doors. Clean all appliance handles and knobs.

DAY 15



CLEAN LIGHT FIXTURES AND REPLACE BURNT OUT BULBS

Dust all light fixtures and lamp shades. Replace bulbs that have burnt out.

DAY 16



CLEAN WINDOWS INSIDE AND OUT

Hire a company to clean the exterior windows. It makes a huge difference!

DAY 17



COMPLETE SMALL REPAIRS

Make sure everything on the list you made at the beginning of the process has been repaired including leaking faucets and water stains on ceilings.

DAY 18



BUY FRESH TOWELS, DUVETS AND SHOWER CURTAINS

Spruce up your bathroom with new white towels. If your bedding needs an update purchase new duvets, bedskirts and throw cushions. Replace your old shower curtains with new white ones.

DAY 19



TOUCH UP HARDWOOD

Hire a flooring company to come touch up your hardwood floors if they have visible scratches.

DAY 20



CLEAN GARDEN, PAINT DECK AND PICK UP AFTER PETS

Make sure to tidy up your yard, front and back. Remove junk from side yards. Repaint your deck if it is faded or peeling. Pick up after your pets. Weed your garden and mow the lawn.

DAY 21



CLEAN FRONT DOOR AND MAKE YOUR ENTRANCE WELCOMING

Most buyers will have an emotional reaction to your home within the first 15 seconds of entering it, so make sure it's a positive experience. Wash or repaint your front door and remove any cobwebs. Clean the porch light and make sure it is operational. Sweep the porch and add a rug at the front door. Add some flower pots to the front steps with seasonal arrangements.

DAY 22



CLEAN FRONT YARD, SWEEP WALKWAY, RAKE LEAVES OR SHOVEL SNOW

Ensure that your curb appeal is at its best! Make sure the front yard is mowed or raked. Remove all weeds from flower beds. Keep your walkway clean or free from ice and snow.

DAY 23



PAINT TOUCH UPS

Patch visible holes and repaint walls and baseboards where necessary.

DAY 24



CLEAN CARPETS

Have all your carpets professionally cleaned.

DAY 25



REMOVE ITEMS FROM COUNTERS IN KITCHEN

Clear the kitchen counters and find a new home for the toaster, blender and other small appliances. Tuck your bathroom toiletries away too.

DAY 26



MAKE A PLAN FOR PETS AND KIDS DURING SHOWINGS AND CONTACT YOUR AGENT

Now that the house is almost ready, it's time to come up with a plan for showings. It's best if you, your kids and pets are not present when buyers come through. Prepare so that when a showing is booked, you and your family can be out of the way. Reach out to the SAM Team to let us know you are on track and ready to go over next steps.

DAY 27



FINAL TIDY UP

This is a step you will want to repeat before every showing. Gather loose papers and mail and store them out of the way. Empty the garbages. Pick up toys and put shoes away. Make your beds and tuck laundry baskets away.

DAY 28



DO A FINAL CLEAN AND MAKE IT SMELL GREAT

Do a final clean and make it smell great. You are almost at the finish line! Clean all glass and stainless steel. Dust furniture and vacuum carpets. Wash floors and clean bathrooms top to bottom. Wipe kitchen counters and do the dishes. Light a scented candle to get rid of unpleasant smells. You will want to complete these tasks each week as long as your home is listed for sale.

DAY 29



FINAL LOOK OVER AND HAVE PHOTOGRAPHS TAKEN

After all that hard work you are almost finished! Have one last look over everything and complete final details. Have the house photographed to capture it at it's best. Call the SAM Team to book photos and videos.

DAY 30



PUT OUT FRESH FLOWERS AND SUMMER YARD PHOTOS

Display a bouquet of seasonal flowers on your kitchen or dining room table. If you are selling in the winter months, dig out some photos of your yard in the summer for buyers to view.

SAM 30 DAY ACTION PLAN

step by step checklist
to get your house ready to sell

1

HIRE
REALTOR

2

MAKE A LIST OF
SMALL REPAIRS
TO DO & GET
KEYS MADE

3

GET BOXES,
TAPE &
STORAGE
UNIT
ORGANIZED

4

COMPLETE
PRE-
INSPECTION

5

GATHER
PAPERWORK
& ORDER
UPDATED RPR

6

DECLUTTER
DINING AREAS
& ADD
CENTERPIECE

7

DECLUTTER
STORAGE
AREAS IN
BASEMENT &
ATTIC

8

DECLUTTER
LIVING ROOMS,
HIDE WIRES &
DEPERSONALIZE

9

CLEAR OUT
EXTRAS IN
CLOSETS &
CABINETS

10

STORE,
DONATE OR
TOSS ITEMS

11

CLEAN WALLS
& DOORS
WITH MAGIC
ERASER

12

SCRUB
STAINS &
MILDEW FROM
SINKS & TILE

13

CLEAN
GARAGE &
DRIVEWAY

14

CLEAN
APPLIANCES

15

CLEAN LIGHT
FIXTURES &
REPLACE
BULBS

16

CLEAN
WINDOWS
INSIDE & OUT

17

COMPLETE
SMALL
REPAIRS

18

BUY FRESH
TOWELS,
DUVETS,
SHOWER
CURTAINS

19

TOUCH UP
HARDWOOD

20

CLEAN
GARDEN,
PAINT DECK &
PICK UP AFTER
PETS

21

CLEAN
FRONT DOOR,
PORCH LIGHT,
ADD POTS
& RUG

22

CLEAN FRONT
YARD, SWEEP
WALK, RAKE,
OR SHOVEL

23

PAINT
TOUCH UPS

24

CLEAN
CARPETS

25

REMOVE ITEMS
FROM
COUNTERS
IN KITCHEN
& BATHS

26

MAKE A PLAN
FOR PETS
& KIDS DURING
SHOWINGS

27

FINAL TIDY UP
OF PAPERS &
TOYS &
REMOVE
GARBAGE

28

DO A
FINAL CLEAN
& CHECK THAT
IT SMELLS
GREAT

29

FINAL LOOK
OVER & HAVE
PHOTOGRAPHS
TAKEN

30

PUT OUT
FRESH
FLOWERS &
SUMMER YARD
PHOTOS

**OUR EXPERIENCE
IS YOUR ADVANTAGE**

CALL, TEXT OR EMAIL

403.870.8811

SAMCOREA.COM

RE/MAX
HOUSE OF REAL ESTATE