

HOME SELLER'S CHECKLIST

Selling a house can be stressful, especially if you're not sure what's involved. Print off this handy checklist and tick off the boxes as you move through the steps of taking your home from listed to **sold**.

Research estate agents or if you want to sell the house yourself, research auctioneers and solicitors

- ♦ Invite three estate agents/auctioneers for an initial chat
- ♦ Discuss pricing, selling strategy, and how they'll market the house
- ♦ Ensure they are efficient, well reviewed or recommended and experts with strong local knowledge

Set a price

- ♦ Check the Property Price Register to see similar homes in your area and the price they sold for
- ♦ Get valuations from a number of estate agents for a solid price range
- ♦ Discuss and agree on pricing with your estate agent/auctioneer
- ♦ Sign property services agreement letter with your estate agent

Clean your house and declutter

- ♦ Draw up a list where you sort everything into categories: things moving with you; things you can throw out; things you'll donate/sell
- ♦ Pay attention to storage: clear out cluttered spaces so they appear to have more room
- ♦ Clear out storage areas like the garage or attic
- ♦ Scrub every room from top to bottom

Make any small maintenance fixes

- ♦ Repair any cracks/holes in the walls
- ♦ Replace chipped or broken tiles
- ♦ Re-paint any rooms where the paint

REMEMBER

The market peaks in **March - June** and **September - October** so start preparing in **January and August**.

Pay attention to curb appeal

- ♦ Mow your lawn
- ♦ Weed the garden
- ♦ Trim any shrubs/flower gardens
- ♦ Power wash the driveway

Stage your house

- ♦ Pack away some of your more personal items and photos
- ♦ Replace bulky furniture with smaller items
- ♦ Optimise the lighting in your house

Launch your house on the market.

Your estate agent will:

- ♦ Put the 'For Sale' sign up
- ♦ List your house online on property sites
- ♦ Place newspaper ads in local and national newspapers
- ♦ Consult with under bidders from other relevant properties

Consult a solicitor

- ♦ Ask them to prepare a contract
- ♦ Get a BER certificate
- ♦ Check if you need a Certificate of Compliance
- ♦ Get your land registry compliance map
- ♦ Get/check the title deeds

Meet with buyers

Your estate agent will:

- ♦ Arrange a time for the viewing
- ♦ House an open viewing
- ♦ Give you feedback on all viewings
- ♦ Get/check the title deeds

Consider and agree on an offer

Close the sale

- ♦ Sign the contracts
- ♦ Exchange the title deeds
- ♦ Hand over the keys to the purchaser



NEED ADVICE?

With over 80 years' experience in local property, we can help sell your home. Contact us on lisney.com