

Home Selling Success Checklist

If you're selling your home, these **7 must-have things** inside your house will help you get top dollar, eliminate buyer hesitation, and build trust with potential buyers.

1. A Spotless, Deep-Cleaned Home with a Fresh, Neutral Smell

- Ensure baseboards, cabinets, light switches, appliances, and windows are spotless.
- Eliminate pet odors, musty smells, and lingering food scents.
- Avoid overpowering air fresheners; opt for neutral scents like vanilla or citrus.
- Consider hiring a professional cleaning service for the best results.

2. A Feature List with a QR Code

- Highlight major upgrades, selling points, and unique features.
- Include a QR code linking to a custom website with floorplans, high-resolution photos, and a virtual tour.
- Make it easy for buyers to recall why your home stands out.

3. Bright Lighting and Well-Placed Mirrors

- Turn on all lights before every showing (overhead, lamps, under-cabinet lighting, etc.).
- Use mirrors to enhance natural light and make rooms feel more spacious.
- Replace any burnt-out or mismatched light bulbs.

4. A Spa-Like Bathroom with Fresh White Towels

- Use crisp, white towels to create a clean and luxurious feel.
- Keep toilet lids closed and avoid fuzzy bath mats.
- If your home is vacant, place a “Do Not Use” sign on toilets.

5. A Fresh Coat of Paint

- Cover scuffs, dents, and outdated colors with neutral tones (white, gray, beige).
- Paint the front door to boost curb appeal.

6. A Seller’s Disclosure Package

- Provide a pre-listing home inspection to avoid surprises and build buyer confidence.
- For condos/townhomes, include strata documents (financials, meeting minutes, contingency reports).
- Transparency reduces renegotiation risks and makes buyers feel secure.

7. A Realtor with Expert Marketing & Negotiation Skills

- Choose a realtor with high-quality staging, photography, virtual tours, and targeted marketing strategies.
- Ensure your home reaches the right buyers at the right time.
- Work with an experienced negotiator to secure the best price and terms for your home.

Next Steps

Don't leave money on the table! Book a free consultation to discuss your home-selling strategy and get a customized plan for your success.

 [Schedule a call](#) with Glen Hopkins today!