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Home-Selling Checklist: 11 Things to Do Before Selling Your House

1. Find a great real estate agent

Don't just blindly hire the real estate agent who most recently sent you a flyer or the one your uncle's friend's co-worker's cousin used. Do some research to find a real estate agent who is knowledgeable about your specific market, and then interview her to make sure she's a good fit.

Your real estate agent should be someone you feel comfortable working with, and whom you trust to sell your house for top dollar. Don't be afraid to talk to a few real estate agents before picking one.

2. Consider your curb appeal

You want to make sure potential buyers' first impression of your home is a good one—and inspires them to stop by the open house or schedule a tour—so they can see more. By investing some effort in relatively easy fixes, like planting colourful flowers and repainting your front door, the outside of your house can beckon prospective buyers to come on in.

If you're not sure how to improve your home's curb appeal, ask your real estate agent for advice on how others in your area have improved the exterior before selling their houses.

3. Declutter living areas

Do a clean sweep of counters, windowsills, tables, and all other visible areas, and then tackle behind closed doors: closets, drawers, and cupboards—since virtually nothing is off-limits for curious buyers. If the house is overflowing with stuff, buyers might worry that the house won't have ample space for their belongings.

Take your excess stuff and donate it, or pack it up to be stored off-site. Not only will clearing clutter help your house look more appealing to buyers, but it will also help you once you've accepted an offer and it's time to move into a new home. Moving out will be easier if some of your stuff is already packed.....

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