

30 DAYS TO SELL READY.

ONE SMALL STEP A DAY

GET YOUR HOME READY TO SELL

BAIRD & WARNER

A NOTE FROM DEE

It is time to sell.

TAKE THE NEXT 30 DAYS TO GET YOUR HOME READY

Do not just list your home without any preparation. A few small touch-ups go a long way toward a great first impression with buyers, and can help you get the best offer.

Put on your buyer's hat and walk through your home as if it were your first time there. Note what you would notice as a buyer, then repair or replace those items.

I made this 30-day plan so you do not get overwhelmed and can take it one day at a time. Reach out with any questions, and know that I will be checking in with you throughout the 30 days.

Dee Savic

HOW TO USE THIS PLAN

- Do one or two small tasks a day. Some days take 15 minutes.
- Skip what does not apply to your home, and call me if you get stuck.
- Day 15 is a rest day. Take it!
- Every photo in this guide is from one of my own listings.





DAY
1

CHANGE LIGHT BULBS AND UPDATE LIGHT FIXTURES

It is easy to forget about the bulbs that have burned out over the years, but you want your home to be as bright as possible. Lighting makes an incredible difference in how a home looks to buyers. If you have older light fixtures (it is OK, a lot of us do), take a quick trip to IKEA, Lowe's or Home Depot, or hop on Amazon, and pick up something modern.

Always choose soft white bulbs, and make them all the same color.

DAY
2

PREPARE THE PAPERWORK

Buyers and agents are going to ask a lot of questions, so start gathering the paperwork now: utility bills, tax bills, renovation details, warranties, building permits, mortgage details, survey, and any rental contracts. For a condo, add your association's contact info, monthly assessment and rules.

DAYS 3–4

DAY 3

MAKE AN EXTRA SET OF KEYS

I will need access to your home, so please make an extra set of keys for me. No lockbox: I show your home in person, so I can point out what makes it special and answer buyers' questions on the spot.

DAY 4

GET PROPER PACKING SUPPLIES

A big part of what you are about to do is reducing clutter. Grocery store boxes are cheap, but not convenient. An investment of under $100 gets you proper packing supplies and less stress. If you are moving a lot out of the house, consider a POD-type storage container: you fill it at your home, it gets carted away and stored, and it is delivered to your new home when you move.



DAYS 5–6

DAY
5

TACKLE THE BATHROOMS

Remove all the toiletries on display. Invest in new white towels (and no, you do not get to use them). Visit TJ Maxx, HomeGoods or Marshalls for affordable accessories like a soap dish and toothbrush holder. If your toilet seat, shower curtain or bath mat has seen better days (be honest), replace it. Consider a new toilet paper holder and towel rack, and clean all fixtures.

I have tricks for getting shower pans and glass sparkling clean, so ask me!



DAY
6

DECLUTTER THE KITCHEN

The kitchen is one of the rooms buyers love most, so do not skip it. Clear the counters of the blender, mixer, toaster and bread machine. Empty every cupboard, wipe it out, and do not cram everything back in: buyers want to see room for their things. Clean the fridge inside and out and remove the magnets, photos and reminders. Run the self-cleaning oven, store the bar collection, and set out fresh flowers or a bowl of fruit.

DAYS 7–9

DAY
7

BEDROOMS

Bedrooms should feel inviting, which means more cleaning, decluttering and a few props. Invest in a neutral duvet cover and a couple of nice pillows, or let me know and I will bring my bedroom staging props. Straighten bookshelves, remove personal photos and grooming products, and clean out the closets. If a dresser or armoire is crowding the room, consider storing it offsite.

DAY
8

LIVING ROOM

Clean the sofa and chairs and invest in a few new throw pillows. An area rug can bring the room together. Hide the magazine rack and the clutter that has built up, and tuck away the wires from your TV, stereo and speakers.

DAY
9

DINING ROOM

Clear the homework and the piles that have landed on the dining table. Tidy the hutch. If your dining chairs have seen better days, consider having them reupholstered, and a new tablecloth can hide an older table.





DAYS 10–12

DAY
10

GARAGE AND BASEMENT

If your garage is anything like ours, this will take more than one day. Whether your basement is finished or used for storage, take the time to make it look as clean and spacious as possible. What a great way to finally let go of the things you never use!

DAY
11

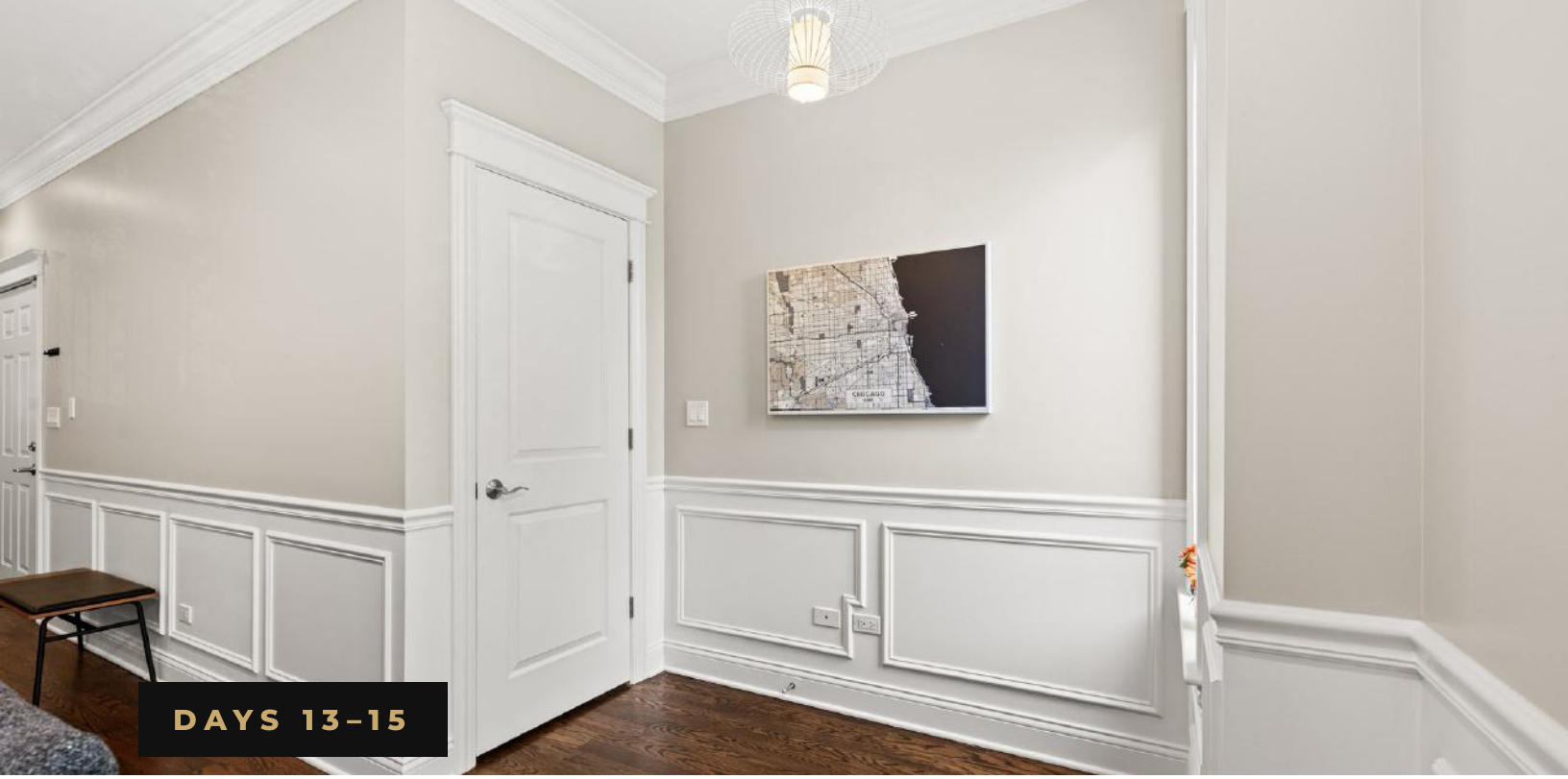
STORE, DONATE OR DISCARD

Storing things you do not need is a pain, and it costs money. Now is a great time to decide what to store, what to donate and what to throw away.

DAY
12

CLOSETS AND CUPBOARDS

Buyers will open your closets and cupboards. The last thing you want is for them to think there is not enough storage, so pack away anything you will not need in the next couple of months.



DAY
13

THE ENTRANCE

Most buyers have an emotional reaction to a home within 15 seconds of walking in, so the entrance is critical. Keep it clean, clear and inviting. Store extra shoes and coats while your home is for sale. If you do not have a hall closet, do not pile 15 coats on a rack, because that only draws attention to the missing closet.

DAY
14

DEPERSONALIZE

You want buyers to picture their own things in your home. Pack up most family photos, collections and travel souvenirs. Walk through every room as if you were a buyer: if something tells people who you are, put it away for now.

DAY
15

REST

The hardest day of them all. Take the day off and do something you enjoy. You have earned it!

DAYS 16–18

DAY
16

PAINT

A fresh coat of paint is one of the least expensive ways to freshen your home. Bold colors turn some buyers off, so repaint that red bedroom or blue bathroom in a light, neutral color (light colors also make small rooms look bigger). Do not forget the baseboards and ceilings.

I have a great painter if you need one.

DAY
17

REPAIRS

We all have a list of fixes we never got to. Now is the time: the leaky faucet, the nail holes in the wall, the sticky door. If you are not handy, bring in a handyman.

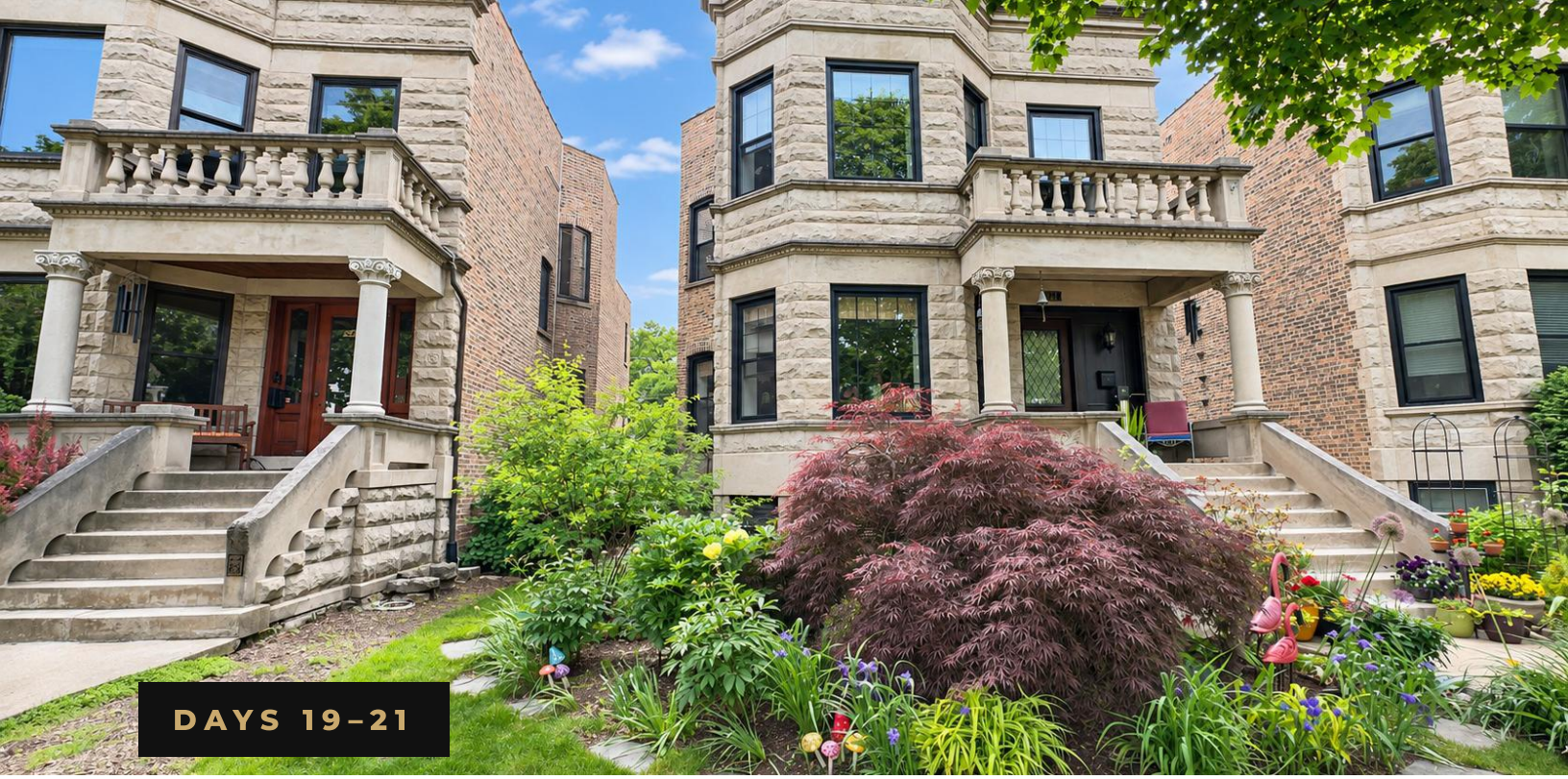
I know some good ones and am happy to connect you.



DAY
18

WINDOWS

Rain, snow and construction leave windows dirty, and buyers will look out of every one. Clean the glass inside and out, and clean the window tracks too.



DAY
19

CURB APPEAL

Curb appeal shapes buyers' first impression. Stand on the sidewalk and look at your home: what do you see? At a minimum, clean the scuff marks off the front door and touch up chipped paint, or give it a fresh coat. Make the porch inviting, add seasonal plants and tidy the garden. Many buyers drive by at night, so make sure your outdoor lights work.

DAY
20

BACK YARD

What you can do depends on the season. In spring and summer, clean up the garden beds, trim trees, cut the grass, stain the deck and clean the patio furniture and grill. In winter, keep walkways shoveled and make it as neat as you can.

DAY
21

CARPETS

Unless your carpets are brand new, have them steam cleaned, or rent a machine and do it yourself. You will be amazed at the difference.

DAYS 22–25

DAY
22

FLOORS

You will need more than a Swiffer to get into the corners. If wood floors are scratched, there are great products that make them look almost new.

DAY
23

WALLS, DOORS AND ART

If walls and doors are scuffed, a Magic Eraser and some wall cleaner work wonders. If your art needs an update, now is the time.

DAY
24

PLAN FOR KIDS AND PETS

Buyers do not want to see toys and finger paintings everywhere, so put them away and make a plan to keep them out of sight. Make a plan for pets during showings too: doggie daycare, grandma and grandpa, or a long walk.

DAY
25

PROFESSIONAL CLEANING

By now you are probably exhausted (sorry about that!). You can do this step yourself, but I suggest professional cleaners who get the spots most of us miss: baseboards, inside light fixtures, the fridge and more.

I have trusted cleaners I can refer.





DAY
26

FRESH AIR AND PET ODORS

If you have a dog, wash the couches, beds and anything your pet sleeps on. You may not notice the smell anymore, but buyers will. Tuck the litter box away and clean it twice a day while your home is on the market. Open the windows to air out the house, and skip strong air fresheners.

DAY
27

ARRANGE THE FURNITURE

Walk in through the front door and look at each room. Would moving a few pieces make the room feel bigger and more inviting? I would love to come see all your hard work today and give you my professional opinion.

DAY
28

FINAL WALK-THROUGH

Go through the whole house one more time and look at everything from floor to ceiling. Adjust anything that is not quite right. Is everything ready for photo day tomorrow?

DAYS 29–30

DAY
29

PHOTO DAY

Your home is decluttered, clean and ready for its close-up! The photographer comes a few days before your home goes on the market, and with me that includes a 360 tour and video. My Photo Day guide walks you through the morning of the shoot.



DAY
30

DO NOT TOUCH ANYTHING

You have worked hard, so step back and admire it. Most sellers tell me their home has never looked better than right before they sell. Now for the hard part: do not touch anything!

YOU DID IT!

Thirty days of small steps, and your home is ready to meet its buyers. I will be with you at every showing, and I cannot wait to see how it all comes together. Call or text me anytime at 773.719.0989.

Dee Savic

QUESTIONS?

Let's get your home sold.

I will be checking in with you throughout the 30 days, and I am here for every question along the way.

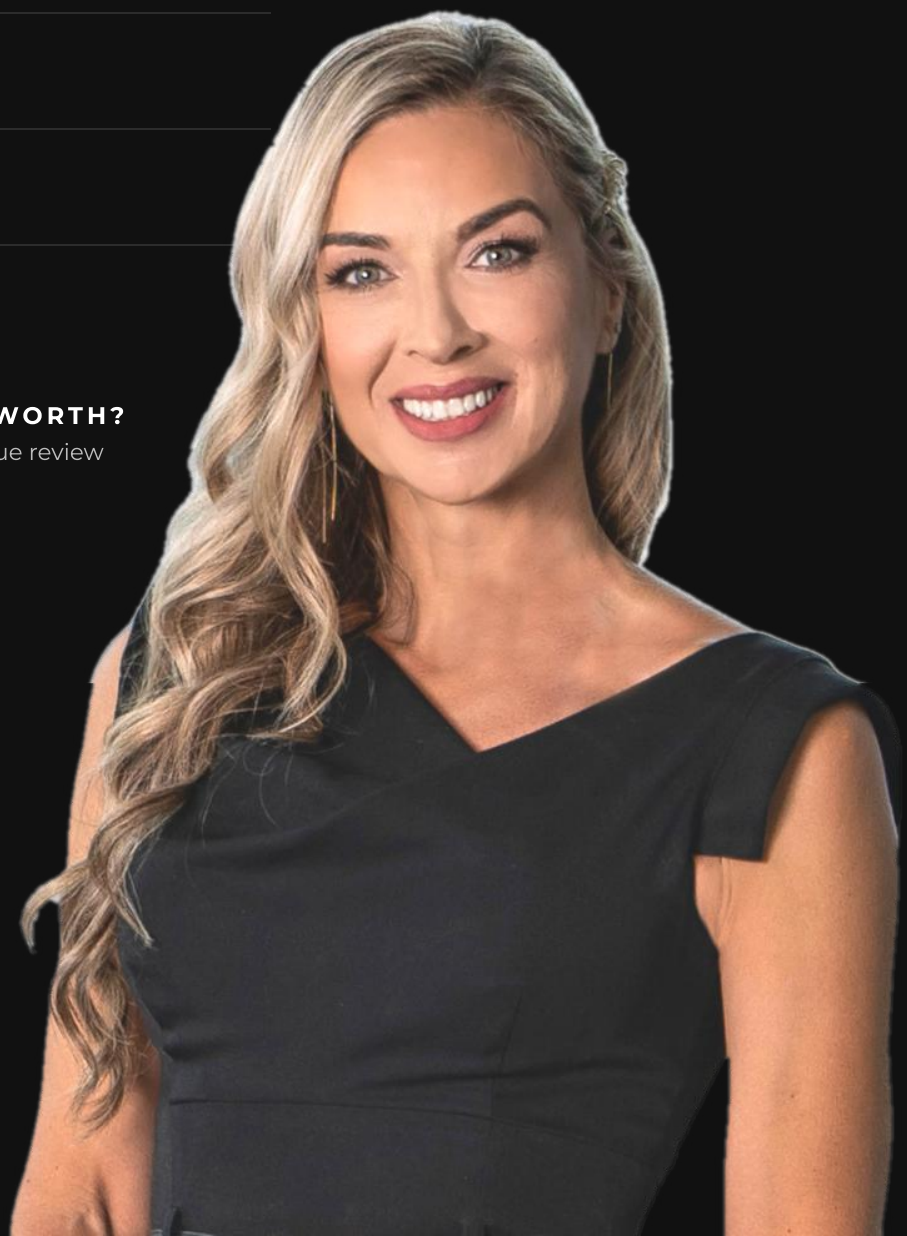
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