



Lansing Seller's Ready-to-Sell Checklist

THE ESSENTIAL GUIDE TO A FAST, STRESS
FREE, AND PROFITABLE SALE

THE KAREN AUSTIN TEAM



RE/MAX



Hello, seller:

I am thrilled to introduce myself as your local real estate agent, Karen Austin. As a member of this community, I am committed to helping my fellow neighbors navigate the real estate market with ease and confidence.

My goal is to provide exceptional service to each and every client I work with, whether they are looking to buy their first home, sell their current property, or make a real estate investment. With years of experience in the industry and a deep understanding of the local market, I am well-equipped to guide you through every step of the process and help you achieve your real estate goals.

As your local real estate agent, I believe in building lasting relationships with my clients based on trust, honesty, and mutual respect. I am passionate about helping you find the home of your dreams or selling your property for the best possible price, and I will work tirelessly to make sure that your real estate journey is a success.

So, whether you're looking to buy, sell, or just have questions about the real estate market in our community, don't hesitate to reach out to me. I'm excited to get to know you and help you achieve your real estate goals.




Karen Austin

Realtor

 www.homesinlansing.com

 karenaustin4@gmail.com

 517-777-9572

 1755 Abbey Rd
East Lansing, MI 48823

Your Step-by-Step Guide to Selling Your Home with Confidence

Selling your home in Lansing, Michigan is a big step, and preparation makes all the difference.

This checklist walks you through everything you should do before listing your home so you can sell faster, attract serious buyers, and maximize your return.

UNDERSTAND YOUR STARTING POINT

Before you jump into the selling process, get a clear picture of your financial and property details.

Financial Prep

- Review your current mortgage balance and any home equity lines of credit.
- Check if your mortgage has prepayment penalties or payoff fees.
- Gather recent property tax bills, utility costs, and HOA documents.
- Have your home insurance information available for potential buyers' questions.

Property Records

- Find your property deed and confirm the title is clear.
- Collect warranties, manuals, and receipts for recent upgrades or repairs.
- If applicable, locate permits for past renovations or additions.



DECLUTTER & DEEP CLEAN

A clean, organized home sells faster and feels more spacious to buyers.

Declutter

- Remove unnecessary furniture and decor to make rooms feel larger.
- Pack personal items (family photos, collectibles, bold artwork).
- Organize closets, pantries, and storage spaces. Buyers look everywhere.
- Clear off countertops, desks, and bathroom surfaces.



Deep Clean

- Wash windows, walls, and baseboards.
- Shampoo carpets and polish floors.
- Dust vents, ceiling fans, and light fixtures.
- Eliminate odors from pets, smoke, or cooking.

 **Tip:** Consider hiring a professional cleaning service for that “model home” look.

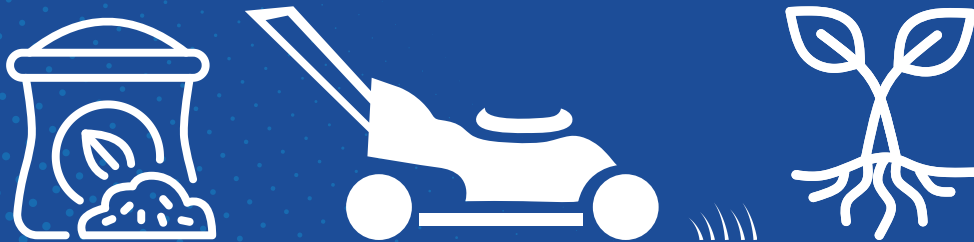


BOOST YOUR CURB APPEAL

First impressions start at the curb. Make sure yours wows every visitor.


Exterior Care

- Mow, edge, and fertilize the lawn regularly.
- Trim trees and bushes to keep entryways visible.
- Add fresh mulch and a few colorful plants near the walkway.



Front Entry

- Power wash the driveway, porch, and siding.
- Repaint or refresh your front door.
- Replace worn doormats, light fixtures, and house numbers.
- Keep outdoor lights on for evening showings.

 **Tip:** *A small investment in your home's exterior can make buyers fall in love before they even step inside.*



REPAIR & UPGRADE STRATEGICALLY


Fixing small issues now can prevent deal-breaking inspections later.

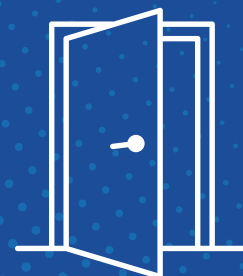
Repair Checklist

- Fix leaky faucets, running toilets, or dripping hoses.
- Replace burned-out bulbs, broken switches, or squeaky hinges.
- Repair cracked tiles, chipped paint, or worn-out carpet.
- Check that all doors and windows open and close smoothly.

Smart Upgrades

- Apply a fresh coat of neutral paint throughout.
- Replace outdated hardware on cabinets and doors.
- Upgrade lighting to energy-efficient, modern fixtures.
- Replace old outlet covers or vent grilles for a clean finish.

 **Tip:** Focus on upgrades that improve the first impression, not expensive remodels that may not pay off.



STAGE YOUR HOME TO SELL

Show buyers how great life could look in your home.

Staging Basics

- Arrange furniture to highlight flow and space.
- Open blinds and curtains to maximize natural light.
- Add simple, neutral decor like fresh flowers or plants.
- Use mirrors strategically to make smaller rooms feel bigger.



Photography Prep

- Clear countertops and surfaces before photo day.
- Turn on all lights to create a bright, welcoming atmosphere.
- Capture both daylight and twilight shots for variety.
- Work with your Realtor to hire a professional photographer, it's worth it.

 **Tip:** Homes with professional photos attract up to 60% more views online.



GET MARKET-READY WITH A LANSING REALTOR

The right local agent can make your selling process seamless and stress-free.

Partner with a Local Expert

- Choose an agent with proven success in Lansing neighborhoods.
- Ask for a custom market analysis to price your home strategically.
- Review a detailed marketing plan (photos, video tours, social media, MLS).
- Understand the timeline from listing to closing, including showings and offers.

Communication Matters

- Discuss how often your agent will update you on showings and feedback.
- Stay flexible for last-minute showings. Motivated buyers move fast.
- Be ready to respond quickly to offers with your agent's guidance.

 **Tip:** *A Realtor with strong Lansing market knowledge can help you price right and negotiate stronger offers.*



FINAL PRE-SHOWING CHECKLIST

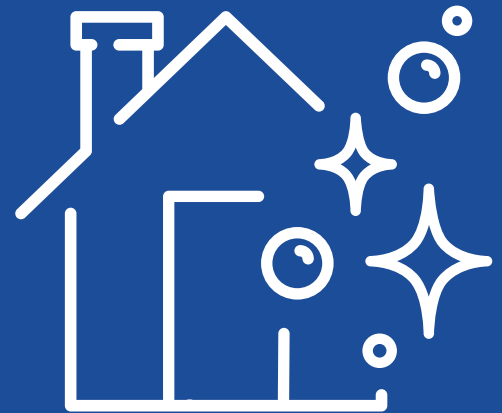
Before every showing, walk through your home like a buyer would.

- ✓ Before every showing, walk through your home like a buyer would.
- ✓ Open all blinds and turn on the lights. Make beds and straighten furniture.
- ✓ Wipe down kitchen and bathroom surfaces.
- ✓ Hide trash cans, pet items, and laundry.
- ✓ Play soft background music or light a subtle candle.
- ✓ Step outside and re-enter. What's your first impression?



BONUS: 5 THINGS THAT IMPRESS LANSING BUYERS MOST

1. A spotless, well-lit kitchen.
2. Neutral color palette and uncluttered rooms.
3. Fresh exterior paint or clean siding.
4. Quiet, energy-efficient windows.
5. A move-in-ready feeling from the first moment.



READY TO SELL YOUR LANSING HOME WITH CONFIDENCE?

Selling doesn't have to be stressful when you're prepared.

Start by following this checklist, and connect with your Lansing real estate professional for expert advice on pricing, marketing, and maximizing your home's value.

Get started today, your next chapter begins with one confident step.



READY TO SELL YOUR LANSING HOME WITH CONFIDENCE?

If you'd like to know how your home compares to others in Lansing, contact your local Realtor for a free market evaluation or pre-listing consultation.




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