

CHECKLIST FOR SELLING YOUR HOME

SPRUCE UP THE YARD AND BASICS AROUND THE HOUSE:

Paint: Few things will enhance the salability of a house quite as much as paint outside. Before painting, scrape or water blast any blistered or bleeding paint. Repair gutters and downspouts. Replace any wood showing dry rot.

Front Entry: Give special care to this area. This is where the buyers make their first opportunity to make a close inspection. All woodwork should be freshly painted. Replace any broken doorbell button. Replace or repair any broken mailbox. Put out a new or clean doormat. Do a pruning job on flower beds around the exterior of the house.

Yard: Mow and trim the lawn. Weed flower beds. Replace dead trees. Water during the spring and summer seasons.

Driveway/Garage/Carport: Clean up grease or oil stains. See that any garage doors open freely. If possible don't park cars immediately in front of the house or in the driveway when showing the house.

Windows: Repair or replace doors with holes. Make sure all doors close and move freely. Tighten all hardware if necessary on doors, cabinets and windows.

Walls: As with the exterior, painting will pay dividends out of all proportion to the time and effort spent. Wallpaper should be clean and adhere smoothly to the walls. Patch any holes in the walls. Clean and paint air vent corners.

Floors: Repair or replace missing pieces of tile. Polish if needed. Repair any loose stair tread-plate or loose carpeting on stairwells.

Carpet: Steam carpets if soiled. Clean carpets before home is placed on the market.

Fence: Repair or replace any missing stakes on any fencing. Repair, paint or stain if necessary. Small repairs are usually inexpensive and easy to fix.

Roof: Remove any visible debris or tree branches. Straighten any TV antenna.

Air conditioners or evaporative coolers: Repaint any old or used metal.

Patio: Check concrete patios for any cracks or broken cement. A nice set of outdoor furniture looks very appealing.

Swimming Pool: Adjust any chemicals if needed for a clean pool. Keep filtration equipment clean. Store chemicals and tools neatly.

CHECKLIST FOR SELLING YOUR HOME (continued)

CHECK MECHANICAL AND ELECTRICAL FEATURES

Lights: Every light socket in and around the house should have a good bulb. Don't overlook the outside lights, garage utility, basement, halls, closet, etc.

Switches and Fixtures: Repair or replace wall switches, outlets and light fixtures that don't work. Replace any broken switch plates.

Appliances: Those that will be sold with the home should be in good working order. If any equipment does not work please have replaced or repaired.

Plumbing: Badly chipped or stained sinks should be repaired, patched or replaced. Leaky faucets or toilets should be repaired. Sprinkler systems should be in good working order.

HOUSEHOLD HINTS

Bathrooms/Kitchens: Make sure all porcelain sinks, tubs, etc. are clean and free of grout. Like baths, kitchens get dirty very easily. Make sure the sink, stovetop, and hood and dishwasher are clean.

Laundry/Trash: Make sure all dirty laundry is out of living area. Take all trash and garbage out of the house.

Cats and dogs: Make sure there is a clean litter box and always clean up after a dog in the yard. Keep the pets out of the house during showings, or crate them.

CHECKLIST FOR SELLING YOUR HOME (continued)

IMPORTANT REMINDERS PREPARING FOR SHOWINGS

Valuables: Never leave small valuables lying around on counters or visible in closets or cabinets.

Keys: As you are readying the house for market, gather all keys for the house, including keys for doors, deadbolts, garage doors and any other padlocks around the property.

Instruction Manuals: As with keys, gather manuals and warranties for the mechanical equipment in the house. (Water Heater, Air Conditioner, etc.)

Lighting: Open draperies, put on lights. Lamps and indirect lighting are preferable for a nice warm atmosphere.

Aromas: Set out some fresh flowers. Bake cookies or bread. Do not cook strong smelling foods (sea foods, cabbage, etc.)

Closets: Keep doors closed, except large walk-in closets leave doors ajar and lights on.

Music: Soft background music is always pleasant when showing a home.

Spacious Look: One of the best and least expensive ways to improve the show ability of your home is to open up as much space as possible. Overstuffed closets and rooms tend to appear smaller. Keep your garage open up and free of a lot of storage items.

Your Presence: Most buyers are more uncomfortable when the owners are present during the showing. Try to arrange to turn the home over to the Realtor for the showing appointment.

Sellers Disclosure: Place Copies of the Sellers Disclosure on a table for the prospective buyers' view. If you have any major problem or concern, disclose it on the Sellers Disclosure.