

Get Your Home Show Ready

A HOME SELLER'S CHECKLIST

INTERIOR

Clean:

- Doors
- Windows
- Light switches
- Baseboards
- Chair rails
- Carpets
- Draperies

Paint:

- Paint/repaint rooms in neutral colors as needed

Other tasks:

- Remove/pull back dark curtains
- Lubricate squeaky

- door hinges
- Clean ceiling fans
- Check for cobwebs in all corners
- Fix scratches in wooden floors
- Repair/replace broken flooring

- Use area rugs, if needed
- Empty wastebaskets
- Make beds
- Fluff or replace accent pillows

KITCHEN

- Keep dishes and food out of sight
- Clean appliances
- Sweep/Mop

- Clean light fixtures
- Test electrical outlets
- Eliminate cooking odors

- Deodorize garbage disposal, dishwasher, and refrigerator
- Clean cupboards and under sink

- Replace garbage disposal gasket to reduce noise

BATHROOMS

- Remove soap residue, mildew and mold from surfaces
- Clean out cabinets; remove nonessentials

- Keep fresh, clean towels on towel rack
- Clean/lubricate shower door

- Replace shower curtain
- Clean exhaust fan, heater; replace if broken or noisy

LAUNDRY AREA

- Clean out area behind washer/dryer
- Eliminate any mildew odors

CLOSETS

- Keep closets clean and free of clutter
- Throw out or pack away nonessentials

BASEMENT

- Eliminate any signs of dampness
- Check for and eliminate cracks

GARAGE/CARPORT/SHED

- Clean and unclutter
- Adjust tension rod to eliminate sag from garage door
- Put away tools
- Clear any cobwebs
- Remove oil/paint stains from floor

- Lubricate/adjust/repair garage door opener

HEATING/AC UNIT

- Vacuum
- Replace filter
- Clean intake vent

EXTERIOR

Replace, repair, paint any damaged:

- Plaster
- Wood siding
- Trim
- Rain gutters
- Shutters
- Doors
- Window frames
- Screens
- Water spigots
- Street numbers on house
- Fences/gates
- Outdoor lighting

Clean:

- Siding
- Windows/Screen
- Pet droppings
- Outdoor BBQ
- Pool/spa
- Service areas/trash cans
- Haul away garbage/debris
- Straighten woodpile
- Test doorbell
- Clean oil stains from driveway

ADDITIONAL TIPS

Clean everything

Cleanliness signals to a buyer that the home has been well cared for and is most likely in good repair. A messy home will cause buyers to notice every flaw.

Unclutter your home

The less "stuff" in and around a home, the roomier it will seem.

Let the light in

Open the blinds. Put brighter bulbs in all the lamps. Bright, open rooms feel larger and more inviting.

Let some fresh air in

If the weather is nice, open the windows. Fresh flowers and potpourri can also be used to your advantage.

Send the kids to Grandma's

Or take them on a walk around the block. Active children can be distracting to someone viewing a home.

Paint

There's nothing that improves the value of a home more than a few cans of paint. And it's so often easier to paint a room than it is to scrub it. Stick with neutral colors.

Keep the noise down

Turn off TV and turn on soft instrumental background music.

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"SERVICE...Above all else!"

Thinking About SELLING YOUR OWN HOME?

Selling your home yourself depends on your personal preferences and how much time and energy you're willing to invest in your home sale.

Industry experts advise against owners selling their own homes, citing that an experienced real estate sales professional can find the right buyer, the best price and often prevents costly and time-consuming problems that may arise during the transaction.

Home sellers need to be prepared to do a lot of the work, like holding their own open house. You will need

to be outgoing and comfortable answering endless questions about your property. You will need to accept that strangers are going to look in your closets, under your sink and cabinets, etc.

Patience can also be important when holding out for the best possible offer. A good eye and a willingness to spend time staging your home are helpful, too. You can hire staging consultants to give advice on how to make your home look its best. Sometimes an objective set of eyes can see "curb appeal" that you may have overlooked.

Common FSBO MISTAKES

- 1 Repairs that may need to be done prior to presenting your home for sale vs. repairs that are to be done after you find a buyer are important decisions and may affect your asking price for the home.
- 2 Are you going to prepare the contract yourself or are you going to have an attorney prepare it for you? Either way, you need to have a copy ready for the buyer to sign on the dotted line at a moment's notice.
- 3 Select a title or settlement company before putting your home on the market so the company can take delivery of the contract and the buyer's earnest money check. Many FSBO sellers are simply not prepared to sell their home and unaware of the sale and closing process.

- 4 What is a competitive price for a home? Are you informed enough or able to do research to competently price your home? Or do you need the assistance of a professional appraiser? Many appraisers will sell you a competent and objective "paper appraisal."

If you price your property too high, it could take forever to sell it. If you price the home too low, you could lose money.

Real estate agents consistently work to keep properties in front of buyers by placing them into their shared database known as MLS: Multiple Listing Service. The MLS database provides real estate professionals access to your property information to increase visibility and opportunities for a sale.

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