

Look at it Like a Buyer

The Checklist

WHAT TO DO BEFORE THE PROSPECT SHOWS UP.

Proceed critically down the list. Check off the items that apply to your house. If an item calls for an expenditure, such as painting, get your REALTORS® advice. He/She can help you decide whether it's worth the investment.

OUTSIDE

- Trim Shrubs
- Mow Lawn
- Weed flowerbeds
- Repair walk, driveway
- Repair steps and porch
- Clean outside lights
- Paint trim
- Paint house
- Paint front door, mailbox
- Repair roof, gutters & downspouts
- Repair /replace storm doors
- Clean/replace screens, storm windows
- Clean/paint/repair garage – dispose of what you won't keep

INSIDE (general)

- Polish furniture
- Paint where necessary
- Clean, fix windows
- Clean, polish floors
- Replace burned out bulbs, brighten other lighting

LAUNDRY ROOM

- Remove hanging clothes
- Put away powders, etc.
- Clean washer/dryer
- Make sure doors & windows open easily
- Fix squeaking floors
- Fix light switches
- Repair / paint cracks
- Fix faucet drips
- Clear clogged drains
- Clean fireplace
- Straighten closets
- Use room Deodorizers
- Vacuum/shampoo carpets
- Clean heating/cooling elements
- Neaten up – throw away what you won't move

KITCHEN

- Paint cabinets
- Use bright curtains
- Clean vent hood/fan
- Clean/wax floor

- Clean off counter tops
- Make sure drawers slide smoothly
- Put appliances out of sight

BATHROOM

- Put out fresh towels
- Clean fixtures
- Replace toilet seat
- Clean shower curtain

BEDROOMS

- Make beds
- Use most attractive spreads, curtains etc..

LIVING ROOM / DEN

- Plump up cushions
- Stack papers/mags
- Clean TV screen

DINING ROOM

- Clean glass in china cabinet
- Make sure chair seats are in good repair

THEN LET THE SALESPERSON SELL! If you are home, stay out of the way.