

"Show and Sell" Checklist

If you want to get the best possible price for your house, start by making sure it looks its best, inside and out. The following checklist offers several easy things you can do to improve a buyer's first impression. While all the points may not apply to you, the process will help you develop an eye for the most attractive aspects of your house.

Before You Begin Showing

Exterior

- Repaint siding
- Repaint or touch up trim
- Repair/repaint gutters and downspouts
- Repair/repaint fences
- Seal driveway
- Remove oil stains from garage floor
- Wash all windows
- Remove all screens (windows look cleaner)
- Trim trees, hedges, shrubs
- Weed and feed lawn
- Remove all clutter (garden tools, toys, etc.)

Entranceway

- Check working order of doorbell and exterior light
- Replace welcome mat
- Repair/repaint storm door and/or front door
- Clear interior entry of all clutter
- Clear and clean out front hall closet

Living/Dining/Family/Bedrooms

- Repaint or touch up walls and ceilings
- Repair/replace old molding
- Shampoo or replace carpet and/or wash and wax floors

- Remove excess or unattractive furniture
- Clean curtains, shutters, blinds, etc.
- Clean fireplace, mantle, shelving
- Replace old bedspreads

Kitchen/Baths

- Repair or replace faucets and fixtures
- Repaint or repaper walls
- Thoroughly clean range/oven, refrigerator and other appliances
- Clear out and clean cabinets, drawers, and medicine chests
- Remove clutter from countertops
- Clean or replace curtains
- Grout tubs and showers
- Replace old toilet seats and shower curtains

General

- Replace burned-out light bulbs
- Clear cobwebs from corners and doorways
- Wash light switches, hand rails, and doorknobs
- Clear and clean all closets
- Add "welcoming" touches: potted plants, dried flowers, etc.

Before Every Showing or Open House

Exterior

- Pick up tools and toys
- Put garbage cans in garage
- Close garage door
- Park cars on street or around corner

Interior

- Clear off all counters and table tops
- Turn on all lights
- Open shades and curtains
- Put soft music on stereo
- Give the house a pleasant aroma - fresh bread, fire in fireplace, etc.
- Set dining room table
- Make all beds
- Set thermostat at comfortable temperature

House & Community Information (display in entranceway or another prominent place)

- Paid utility bills
- Current property tax receipts
- Real estate listing sheet
- Floor plan (if available)
- List of upgrades you've put into the house (and dates, if available)
- Map and/or list of community features and points of interest
- Warranty information on appliances

ONE FINAL SUGGESTION:

Ask your sales professional to take a walk through your house and offer suggestions on how to make it show best. There's simply no better source of ideas for making a house more marketable.