

Are You Ready?



Tips on Preparing Your Home for Sale

EXTERIOR

Okay As Is

Attention Needed

- Does the house need fresh paint?
- Are holes and cracks visible?
- Are sidewalks, porches and decks swept and in good shape?
- Is there an "inviting appeal"?
- Do the windows and door screens need to be replaced?
- Does the house trim need repair or paint?
- Are gutters and downspouts secure and clean?

LANDSCAPE

Okay As Is

Attention Needed

- Are shrubs and trees trimmed?
- Is the lawn fertilized?
- Are flowers planted?
- Is the lawn mowed and edged?
- Has the lawn been weeded?

ROOF

Okay As Is

Attention Needed

- Are there any leaks?
- Are there shingles or tiles missing?
- Does the chimney need any work done?
- Does the roof have any unlevel areas?

GARAGE

Okay As Is

Attention Needed

- Are the floors swept and stain-free?
- Are all items stacked against walls to allow for maximum floor space?
- Is the garage door opener operating correctly?
- Is the garage organized and neat?
- Is the garage well-lit?

ATTIC

Okay As Is

Attention Needed

- Is the attic organized and clean?
- Are the stairs in good condition?
- Is the attic well-lit?
- Are there any signs of insects or rodents?

KITCHEN

Okay As Is

Attention Needed

- Are the appliances clean and working?
- Are all the cabinets neat and in good condition?
- Are all counter tops clean and uncluttered?
- Does the tile need regrouting?
- Does the sink need recaulking, chip(s) repaired, or stains removed?
- Do the faucets leak?
- Is the oven clean, inside and out?

BATHROOM

Okay As Is

Attention Needed

- Do the faucets leak?
- Does the tub need recaulking?
- Do the shower tiles need new grout?
- Are the shower doors clean?
- Is the floor in good condition?
- Is the gas igniter working properly?
(Be sure to leave the key when you leave.)

OVERALL

Okay As Is

Attention Needed

- Are there any items that can be pre-packed to make the home appear larger?
- Do the walls and woodwork need new paint?
- Are there any holes or cracks in the walls?
- Does the wallpaper need to be replaced?
- Are the windows clean, inside and out?
- Are the floors clean and polished?
- Are there any stains or damage from water leaks?
- Is the carpet clean, stretched flat and stain free?
- Are the draperies clean and properly working?
- Do any squeaky hinges need lubricating?
- Are the ceiling fans and vents clean?
- Do the windows open and close easily?
- Has the house been deep cleaned? (Hire a professional, if needed.)
- Do any of the doors stick?
- Do all the locks work and have the keys?
- Do the doors seal properly?
- Are all lights working?

PROPOSED TWO STOREY DW.
SCALE: 1/4" = 1'-0"
DATE: JUNE 1990
APPROVED BY:
FIRST FLOOR

BEFORE SHOWING YOUR HOME

Purchasers often make home-buying decisions based on emotions. They try to visualize themselves living in your home and look for a welcome feeling. Here are some suggestions to enhance these emotions.

Before each showing:

- ▶ Make all beds
- ▶ Vacuum all the carpets to revive their texture
- ▶ Maintain weekly mowing and edging
- ▶ Open drapes and blinds
- ▶ Leave lights on
- ▶ Put on soft music
- ▶ Maintain comfortable temperature
- ▶ Light candles
- ▶ Empty every trash can in the house
- ▶ Leave short notes around the house highlighting its unique features
- ▶ Make sure the house is cool in the summer and warm in the winter
- ▶ Do not speak to potential purchasers
- ▶ Stay out of the way (in one room or outside)
- ▶ Leave pets outside or keep them with you

BEFORE THE INSPECTOR ARRIVES

Heads up! Here are some things that the inspector may look for during the inspection:

- ▶ Ground should slope away from the foundation (at least four feet where possible)
- ▶ Four inches of foundation should show (even above flower beds)
- ▶ Tree limbs should be a safe distance from the house
- ▶ Splash blocks for downspouts
- ▶ No cracks in masonry
- ▶ All smoke detectors in working order
- ▶ Remove debris, grass and leaves from the A/C compressor
- ▶ A/C should cool to 20% below outside temperature
- ▶ No firewood stacked next to house
- ▶ No exposed wiring
- ▶ Blanks in circuit breaker box
- ▶ All electrical outlets are wired properly
- ▶ Firebreak in fireplace is secure
- ▶ Chimney clean
- ▶ Heater clean without any holes in the heat exchanger