

# Smart Words for Smart Homeowners

THE EXPERIENCE OF EXPERTS AND THEIR ADVICE ON RELEVANT HOMEOWNER TOPICS

## Smart Home Sellers Check List

### Overview

You'll be very busy getting ready so the following suggestions will help you systematize your home readiness projects.

Remember, you're getting it ready for others to picture as their home...not for you to live in.

- ✓ **FIRST:** Focus on the exterior of your house because if it doesn't attract buyers, they won't walk up to the front door.
- ✓ **SECOND:** Complete the obvious blemish items now. Their completion will make you feel good and give you the incentive to correct the less obvious.
- ✓ **THIRD:** Do the expensive fixes. Buyers will be less likely to want to negotiate seriously over some minor items.
- ✓ **FOURTH:** While this is going on, complete and check-off the following items:

### Follow The Check List:

- Remove ALL Clutter.
- Replace worn or broken items.
- Replace burned out bulbs.
- Clean or replace drapes.
- Shampoo carpets.
- Clean the fireplace.
- Clear toys, gardening equipment, junk and yard equipment from lawn and around your house.



- Mow and water lawn.
- Get into the basement and garage and get rid of "it".
- Weed the yard and garden.
- Prune trees and bushes so they don't touch house. 10" to 15" space from a branch to the house is critical for reducing critter infestation, good circulation, ridding dampness and adding light.
- Plant colorful flowers.
- Repair and paint all areas on fascia and trim. Use a high quality paint like DURATION® by Sherwin-Williams. It carries a lifetime warranty.
- Remove excess furniture and your collectibles from every room.
- Remove excess artwork and photographs from every room.
- Clean out closets and cabinets.
- Clean out garage and basement.
- Clear counter and tabletops.
- Clean the entryway. Make it sparkle.
- Repaint or replace the front door.
- Fix broken windows, shutters, screens.
- Call in professionals for many items if you're pushed for time. You'll easily triple this investment at selling time.
- Polish door handles, address numbers, light fixtures.
- Have water softeners and RO filtration systems updated



- and maintained.
- Replace Welcome mats.
- Wash all windows and floors.
- Fix any door or window that sticks.
- Clean & polish appliances.
- Scrub bathroom.
- Remove carpet stains or throw them out and buy new carpeting.
- Clean your dryer vent.
- Walk through the house with a swifter on a pole and eliminate all signs of ceiling, floor, furniture and fan dust. Remove cobwebs.
- Have electrical systems inspected and updated.
- Make All necessary repairs. Nobody wants your leftover repair problems.
- Remove debris from roof, all gutters and downspouts.
- Inspect and clean the chimney.
- Repair/replace worn shingles and patch or replace any cedar shingles with woodpecker holes in them.
- Wash and/or paint exterior if needed.
- Clean, paint and align gutters and downspouts.
- Wash pets and their living quarters.
- Clean outdoor grill, barbecue and lawn furniture.
- Remove all signs of mildew.
- Clean grease and old spills from driveway.



