



For Sale By Owner Checklist:

HOW TO GET THE MOST FOR YOUR HOME

First impressions are probably one of the more important factors in selling your home (besides price). So when you put your home on the market, it will pay to make sure your home looks its best.

You can accomplish this by viewing your home as if you were the “prospective buyer”. Imagine you are seeing the home for the first time, and try to notice its highlights and drawbacks.

Then, start sprucing up in order to “emphasize and add” to its highlights. This is often easier said than done, because some things may be easily overlooked unless you decide to make your improvements systematically.

We’ve prepared a checklist to help you do just that. As you will see, it includes tips which can make virtually any property look its best. This will assist you in selling your home at the best price - fast.

Check off the items that apply to your home. If an item calls for an expense (i.e. painting, etc.), weigh the cost to the results of your investment.

OUTSIDE

- Trim Shrubs
- Mow lawn
- Weed flower beds
- Repair walk, driveway
- Repair steps, porch
- Clean porch light, post lamp
- Clean siding
- Paint trim, front of house, front door, mailbox
- Paint sides, back of house
- Repair roof, gutters, down spouts
- Clean/repair screens
- Clean/paint/repair garage -dispose of what you don't intend to keep

INSIDE - GENERAL

- Paint where necessary
- Clean/fix windows, make sure doors/windows are operating freely - lubricate with wax or WD-40
- Clean/polish floors
- Replace burned out light bulbs, brighten other lighting with more powerful bulbs
- Fix squeaking floors/doors
- Fix light switches/electrical outlets
- Repair/repaint cracked walls/ceilings
- Fix faucet drips, fix leaky pipes under sink areas
- Clear clogged drains
- Clean fireplace, lay logs for fire or seasonal arrangement
- Straighten all closets
- Use room deodorants to remove any odors
- Vacuum/shampoo rugs
- Clean/polish brass, metal, etc. fixtures
- Clean up and dispose of items you are not going to move with you



KITCHEN

- Paint/clean cabinets
- Use bright window treatments
- Clean ventilating hood/fan
- Clear off counter tops to make kitchen look spacious and neat
- Make sure drawers slide smoothly and are organized
- Clean exterior of range, oven, refrigerator and other major appliances

BATHROOMS

- Put out fresh towels
- Clean fixtures, tub, toilet
- Replace toilet seat
- Clean shower curtain
- Clean tile/shower walls

BEDROOMS

- Make beds
- Use most attractive bedspread/curtains

LIVINGROOM/DEN

- Plump up cushions
- Stack newspapers/magazines
- Clean television screen

DININGROOM

- Polish table, buffet
- Clean glass in china cabinet

LAUNDRY AREA

- Remove hanging clothes
- Put away laundry soaps, etc.

THEN LET YOUR HOME SELL ITSELF. When showing your home, answer any and all questions the potential buyer may have, and you should disclose any information about the house that you are aware of.