

Weichert Realtors - Peggy Wilson & Associates

Preparing Your Home for Sale

Seller Checklist

While I am sure most, if not all of what is on this checklist is common practice for your home, things do get forgotten about in our busy lives. So I have simply taken the time to provide a checklist to assist you in the areas most commonly brought up by buyers.

The 10 Most Important Items Buyers Notice

1. Light and Bright Homes.
2. Kitchens And Bathrooms
3. Fixtures And Faucets
4. Clean and Fresh Smelling Homes.
5. Clean Carpets And Waxed Floors.
6. Spacious Rooms With Properly Arranged Furniture
7. Colors That Blend Well. (Think Off-White And Natural Earth Tones)
8. Buyers Prefer Painted Rooms To Wallpaper.
9. Clutter Free With Neat Closet and Storage Space.
10. Tiny Details Such As Loose Doorknobs, Leaky Faucets, Towel Racks and caulked areas.

General Interior Items

- Entry area should be spotless. This is the first image the buyer has when entering your house; leave them with the best image possible.
- Try to reduce cooking, smoking or pet odors for the duration of the sale.
- Carpets should be steam cleaned and then vacuumed often.
- Wash all windows.
- Make sure all lighting fixtures have working light bulbs.

- Increase the wattage of all light bulbs in dark areas. Brighter rooms seem larger and friendlier.
- Remove all magnets from refrigerators and counters.
- Clean drapes, window treatments, window sills of dust.
- Open windows to air out house during warm seasons. This adds an “air” of friendliness and openness.
- Last but not least, please remove all personal photos of family for the time the house is on market. It is very difficult for the buyer’s mind to visualize their family and friends inside this home when they are viewing yours. They can be the first thing you put back up in your new residence.

Kitchens and Baths

- Store any and all small appliances. If the appliance is not going with the house, store it away if possible. This reduces the confusion of what goes with the sale or what the buyer may want thrown into the deal.
- Clean ventilating hood and exhaust fans. Buyers have tendency to take things apart and will want to view things you never thought of, we must think ahead and clean it before they see it.
 - Sink, countertops, cabinets should be cleaned and organized.
 - Trash must be taken out daily.
 - Keep all faucets sparkling clean. Wipe down after use, leave towel over center of sink.
 - Replace worn or outdated shower curtains. An inexpensive one of a few dollars will do just fine.
 - Remove all personal care items from sight and neatly store.
 - Clean and repair caulking
 - Make certain bathroom toilet, mirrors, tub and floor are clean.

Living Areas

- ✓ Repair damage to ceilings, walls, and paint any stains or imperfections.
- ✓ Replace burnt out light bulbs and add higher wattage to dark rooms.
- ✓ Be sure all switches are clean and work properly.
- ✓ Wash all floors, especially in the corner and border areas.
- ✓ Consider adding fresh or silk flower arrangements throughout the house.
- ✓ Remove as many family pictures as possible.

- ✓ Sweep and clean fireplace.
- ✓ Make sure all doors and windows open and close properly.

General Exterior Items.

- Paint or re-stain front door.
- Paint shutters, exterior walls and window frames.
- Secure or replace loose shingles.
- Remove any debris from gutters.
- Prune and shape all bushes to a consistent look and ease of entry on walkway.
- Remove dead foliage
- Keep lawn mowed, leaves raked, driveways and sidewalks cleared.
- Check front doorbell is working and consider replacing cracked casing.
- Outdoor light fixtures and lamps should sparkle and be removed of dirt and cobwebs.
- Make sure house number is visible.
- Wash all exterior windows and sills.
- Remove insects, cobwebs and bird nests from exterior areas.
- Replace outdoor light bulbs.
- Remove all exterior clutter and children's toys from lawn.
- Pressure wash house, porch, driveway to remove any stains, mildew or fungus.

Basement/Garage/Attic

- Dispose of everything possible, open spaces give impression of larger spaces.
- Pack all items you will not need until after you move.
- Basement and attic stairways should be well lighted and clutter free.
- Basement and attic handrails must be secure.
- Consider painting dark walls and ceilings in attic or basement.
- Organize tools and garden equipment
- Do not leave chemicals exposed in sight
- Make sure there is no gas smell in the garage or musty smell in basement
- Wipe off dust and dirt from water heater and furnace.