

# SGT “SHOW AND SELL” CHECKLIST

If you want to get the best possible price for your home, 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 of your home. Go through it point by point before you list your home, and again immediately prior to every open house and showing; while all the points may not apply to you, the process will help you develop an eye for the most attractive aspects of your home.

## 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 and shrubs
- Weed and feed lawn
- Remove all clutter (garden tool, toys, etc.)

### Entranceway

- Check doorbell and exterior lights are working
- Replace welcome mat
- Repair/repaint front door
- Clear interior entry of all clutter
- Clean out front hall closet

### Living/Dining/Family/Bedrooms

- Repaint or touch-up walls and ceilings
- Repair/replace old molding

- Shampoo carpeting and/or wash/wax floors
- Remove excess or worn furniture
- Clean curtains, shutters, blinds, etc.
- Replace old bedspreads

### Kitchen/Baths

- Repair or replace faucets and fixtures
- Repaint or repaper walls
- Clean range/oven, refrigerator and appliances
- Clean out 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: plants, dried flowers, etc.

## BEFORE EVERY SHOWING OR OPEN HOUSE

### Exterior

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

### Interior

- Clear off counters and table tops
- Turn on all lights
- Open shades and curtains
- Play soft music on the stereo
- Introduce pleasant aromas - baking, candle
- Set the dining room table
- Make all beds
- Set thermostat to a comfortable temperature

### House and Community information

- Paid utility bills
- Current property tax receipts
- Real estate listing sheet
- Floor plan (if available)
- List of upgrades you have done in the home
- Map, list of community features and highlights
- Home warranty, appliance warranty information

### One final suggestion...

Ask your agent to walk through your home and offer suggestions on how to make it show better. There is simply no better source of ideas for making your home more marketable than your agent!