

ERA[®] "Show and Sell" Checklist

If you want to get the best possible price for your house, 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. While all the points may not apply to you, the process will help you develop an eye for the most attractive aspects of your house.

Before You Begin Showing

Exterior

- Repaint siding
- Repair/repaint gutters and downspouts
- Remove oil stains from garage floor
- Remove all screens (windows look cleaner)
- Trim trees, hedges, shrubs
- Remove all clutter (garden tools, toys, etc.)
- Repaint or touch up trim
- Repair/repaint fences
- Seal driveway
- Wash all windows
- Weed and feed lawn

Entranceway

- Clear and clean out front hall closet
- Repair/repaint storm door and/or front door
- Check working order of doorbell and exterior light
- Replace welcome mat
- Clear interior entry of all clutter

Living/Dining/Family/Bedrooms

- Repaint or touch up walls and ceilings
- Remove excess or unattractive furniture
- Clean fireplace, mantle, shelving
- Shampoo or replace carpet and/or wash and wax floors
- Repair/replace old molding
- Clean curtains, shutters, blinds, etc.
- Replace old bedspreads

Kitchen/Baths

- Repair or replace faucets and fixtures
- Thoroughly clean range/oven, refrigerator and other appliances
- Remove clutter from countertops
- Replace old toilet seats and shower curtains
- Repaint or repaper walls
- Clear out and clean cabinets, drawers, and medicine chests
- Clean or replace curtains
- Grout tubs and showers

General

- Replace burned-out light bulbs
- Wash light switches, hand rails, and doorknobs
- Add "welcoming" touches: potted plants, dried flowers, etc.
- Clear cobwebs from corners and doorways
- Clear and clean all closets

Before Every Showing or Open House

Exterior

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

Interior

- Clear off all counters and table tops
- Open shades and curtains
- Give the house a pleasant aroma — fresh bread, fire in fireplace, etc.
- Set thermostat at comfortable temperature
- Turn on all lights
- Put soft music on stereo
- Set dining room table
- Make all beds

House & Community Information (display in entranceway or another prominent place)

- Paid utility bills
- Real estate listing sheet
- List of upgrades you've put into the house (and dates, if available)
- Warranty information on appliances
- Current property tax receipts
- Floor plan (if available)
- Map and/or list of community features and points of interest