

EXCLUSIVE

REAL ESTATE

PREPARING YOUR HOME FOR SALE HOME REPAIR AND CLEANING CHECKLIST

When considering preparing your home for sale, think in terms of how home builders present their model homes to the public. No doubt you have toured many model homes. How are model homes staged or “presented”? Keep this in mind when you present your home to prospective buyers.

This list might seem overwhelming but, depending on your lifestyle and how well you have maintained your home you may not need to address all of these items. Most of the recommendations below do not represent a huge dollar investment, however, if you have neglected to maintain your home (landscape, exterior, interior, furnishings), preparing your home for presentation to prospective buyers is going to require some effort of time and resources. A home that is neglected, dirty, unkempt, and run down is an immediate turn off to a prospective buyer. The more you can replicate the feeling you had when you toured a new model home, the greater impression your home is going to have on a prospective buyer.

LANDSCAPE

- ☐ Mow and trim grass.
- ☐ Fertilize and re-seed bare areas.
- ☐ Prune all trees and shrubs (remove dead palm fronds).
- ☐ Weed flower beds and planters.
- ☐ Remove and replace dead, overgrown, diseased plants, shrubs and trees.
- ☐ Plant new flowers in flower beds, planters and pots.
- ☐ Replace overgrown shrubs (5 gallon or larger for immediate impact).
- ☐ Add fresh mulch (planter bark) with “natural” color not stained (Red, Brown, Black).
- ☐ If you have immediate neighbors with lawns in need of fertilizer, offer to fertilize for them for free (explain that you want to get the best price for your home which will benefit the market value of their home). Offer to pay for a one-time clean-up of their landscape if it will improve the neighborhood curb appeal.
- ☐ Adjust and repair your landscape irrigation system as needed (replace broken, worn-out heads, nozzles, risers, etc. Do not over water or under water.
- ☐ Set your irrigation controller (time clock) to water in the early morning before any potential showings.

EXTERIOR

- ☐ If your garage doors are faded or the paint is peeling or chipped, repair and add a fresh coat of paint.
- ☐ Add a fresh coat of paint to any wood fencing and gates.
- ☐ If the exterior of your home has mold, mildew or spider webs power washing is an inexpensive alternative to painting the exterior of your home.
- ☐ Clean grease and oil stains from your driveway chemically and/or power wash your driveway and walkways.
- ☐ Clean exterior light fixtures (paint if needed) or consider replacing.
- ☐ Repair loose trim and fencing.
- ☐ Clear gutters and downspouts.
- ☐ If your house numbers are painted on the curb and they are worn or faded consider refreshing.

EXTERIOR ENTRY

- ☐ Clean the patio or courtyard leading to your front door of any clutter including toys, bikes, yard tools, etc.
- ☐ Clean, rehab or replace entry patio furniture on your porch or entry courtyard.
- ☐ Replace any old, faded, worn umbrellas.
- ☐ Remove dead plantings from pots and replace with new plantings and/or flowers.
- ☐ Your front door is the entrance to your home...make it attractive. This might include a fresh coat of paint.
- ☐ Polish or replace the front door hardware so as to not look old and worn.
- ☐ Replace old, worn exterior door mats.
- ☐ Make sure the doorbell operates properly and lubricate door hinges so that it does not creak or squeak when the door opens and closes.
- ☐ Replace exterior lighting bulbs as needed (recommend soft light as opposed to bright white).

WINDOWS

- ☐ Clean all windows inside and out.
- ☐ If need, add a fresh coat of paint to the window trims and sills.
- ☐ Make sure window screens are clean and secure; replace any screens with holes, tears or bent frames.
- ☐ Replace cracked or broken window panes and those with broken seals..

BACKYARD

- ☐ Tend to backyard landscape as outlined above.
- ☐ Power wash, paint or stain worn wood decks. Repair as necessary.

- ☐ Clean and repair all deck rails and make sure they are secure; replace mission slats or posts.
- ☐ If you have iron fencing, it is recommended that you give it a fresh coat of paint and make any required repairs.
- ☐ Remove ALL unnecessary clutter (toys, bikes, tools, etc.)
- ☐ Clean and repair patio furniture. Replace or remove if necessary.
- ☐ Replace any old, faded, worn umbrellas.
- ☐ If you have an outdoor grill, clean and polish as necessary.
- ☐ If you have a pool, make sure that you have taken all necessary safety precautions and that it is well maintained.
- ☐ If you have wood fencing that is in disrepair, repair as necessary. Power wash and paint/stain for a fresh, uniform appearance.
- ☐ If your neighbors have visible clutter, consider approaching them in a kind way and request that they remove any unsightly items that can be viewed from your yard.
- ☐ Replace old, worn exterior door mats.
- ☐ If you have a dog(s) consider an outdoor kennel to contain your pets during showings.
- ☐ Make sure that your yard is free of dog waste!

ENTRY

- ☐ Clean entry floors, area rugs and carpets.
- ☐ Downsize clutter in the entry and entry closet to give the appearance of spaciousness.
- ☐ Replace light bulbs as needed.

THROUGHOUT

- ☐ Clean all floors, carpets, walls and trim.
- ☐ Consider applying a fresh coat of paint to freshen up the overall appearance.
- ☐ Keep trash receptacles emptied.
- ☐ Remove or limit family photos and “knickknacks” to reduce clutter.
- ☐ Secure jewelry and other valuables.
- ☐ Secure prescription drugs.
- ☐ Secure any firearms and ammunition.
- ☐ Remove and/or secure anything that might be deemed hazardous or dangerous.
- ☐ Clean and dust shelves and eliminate clutter to give the sense of spaciousness.

KITCHEN

- ☐ Make sure countertops, grout and sinks are clean and stain-free. Replace grout as needed.
- ☐ Fix dripping faucets.
- ☐ Organize pantry and cupboards so they appear clean, neat and spacious.
- ☐ Clean the oven and cook-top thoroughly.
- ☐ Remove unnecessary clutter.

- ☐ Eliminate odors as possible.

LIVING/FAMILY/DINING ROOMS

- ☐ Give rooms a fresh coat of paint as needed.
- ☐ Repair cracks and holes in ceilings and walls.
- ☐ Repaint any woodwork that is worn or chipped.
- ☐ Clean or replace draperies and blinds open them to maximize light for showings.
- ☐ Make sure draperies and blinds open and close easily.
- ☐ Steam-clean carpets. Clean rugs and wood and/or tile flooring. Remove any stains and odors.
- ☐ Position the furniture to showcase the size and space of the room.
- ☐ Remove and replace any attached items, such as chandeliers and draperies that you wish to move with you.
- ☐ Put away toys and clutter (magazines, knickknacks, etc.) from the living space, tables, bookshelves, media centers, etc.

BATHROOMS

- ☐ Make sure sinks, tubs, showers and countertops are clean and free of grime, watermarks and stains.
- ☐ Repair any leaky faucets.
- ☐ Remove grout and soap stains from tile and shower.
- ☐ Replace any missing or cracked tiles or grout.
- ☐ Make sure all joints are caulked.
- ☐ Make sure all fixtures, including heat lamps and exhaust fans are operating.
- ☐ Install a new shower curtain and buy complementary towels.
- ☐ Store all supplies, such as toilet paper, shampoo bottles, personal grooming items (shavers, razors, blow dryers, etc.) and cleansers out of sight.
- ☐ Clean toilets.
- ☐ Clean mirrors and glass shower stall glass panes and doors.

BEDROOMS

- ☐ Repair cracks in ceiling and walls.
- ☐ Apply a fresh coat of paint if necessary.
- ☐ Clean draperies and blinds and make sure they open easily and function properly.
- ☐ Put away toys, clothes, and clutter.
- ☐ Neatly make up the beds.
- ☐ Consider reducing wall clutter especially in the bedrooms of children and teenagers.

GARAGE

- ☐ Clean and organize your garage.
- ☐ Eliminate clutter.
- ☐ If you are using your garage as a storage facility consider renting a storage unit temporarily while you market your home to eliminate clutter and to give your garage a more spacious feel.
- ☐ Consider garage organizers (available at Home Depot and Lowes) to hang yard tools and such as rakes, shovels, brooms, etc.
- ☐ Maximize space for parking cars comfortably in the garage (which is, of course, it's intended purpose).
- ☐ Do not store flammable materials in the garage.
- ☐ Safely store power equipment, saws and other potentially dangerous (and valuable) tools where they will be secure and not pose a hazard to anyone touring your home. Keep in mind that they might have children in tow.

TIDY EXTRAS

- ☐ Use air fresheners or air out the house before showings if weather permits.
- ☐ Plant flowers to brighten a walkway and enrich the entry.
- ☐ Remove unhealthy indoor houseplants and replace as needed.
- ☐ Remove all clutter storage from the Property such as "fixer" cars, campers, boats, discarded items such as old appliances, etc.
- ☐ Discard the clutter of magazines on the coffee table and end tables.
- ☐ Tidy, organize and declutter all closets.
- ☐ Remove all worn-out throw pillows.
- ☐ Store pet supplies and toys.
- ☐ At night, turn on the porch light and outdoor lighting. Buyers often drive by homes they are considering at various times of the day and night.