

A Critical Checklist – Preparing to Sell Your Home

Want to get your home sold quickly – and for a good price? Use this checklist to help you prepare your home for selling.

Inside:

- Remove, repair or repaint marks on walls
- Consider repainting interior walls a neutral color.
- Replace damaged tiles.
- Check all caulk around tubs, showers and sinks. Repair/recaulk if necessary.
- Clean up or bleach discolored grout.
- Polish chrome and brass door handles, faucets and mirrors.
- Polish or wax floors and keep your home vacuumed.
- Have your wall-to-wall carpets professionally cleaned.
- Fix leaky faucets - indoors and out.
- Repair doors that don't close properly. Consider replacing screen doors that do not run freely.
- Fix drawers that jam – especially in the kitchen.
- Make sure all light bulbs work.
- Wash all windows inside and out.
- Brush away all cobwebs.
- Dust furniture. And especially remember ceiling fan blades and all light fixtures.
- Replace or remove worn rugs.
- Hang up fresh towels and put out new soap. Present your bathroom towels by fastening with ribbon and bows.
- Put away all your personal bathroom items (toothbrushes, shavers, etc)
- Make sure all your counters are clear.
- Air out any musty smelling areas. Odors are offensive. Avoid strong smelling cooking on open house and show days.
- Clean out your refrigerator.
- Open your front door and decide what you can do to make the house welcome you?
- Stand in the doorway of each single room and imagine how your buyer will see it.
- Arrange furniture in each room to maximize space but still make sense. Remove unnecessary furniture and clutter.
- Make sure closets are tidy. Buyers love to snoop and open closets!
- Remove most books from bookshelves.
- Make sure window coverings (drapes, blinds, etc) hang level.
- Can a Buyer easily visualize their own furnishings in the house?
- Remove any special or unique items that you will take with you to your new home (eg. Chandelier). If Buyers never see the items they won't want them!

Outside:

- Power wash and spray down sidewalks and your driveway.
- Keep the sidewalks and grounds cleared.
- Keep the lawn mowed. Trim your bushes, shrubs and trees.
- Paint or stain any faded window trim.
- Make sure your front door is appealing. Consider a new coat of paint (or even replacing the door).
- Yellow plays on a buying emotion. Consider planting yellow flowers in key areas. Or group flower pots together.
- Is your house number easily visible?

Although this seems like a long checklist the cost is modest compared with the value you get in sales price or speed of sale.

Reach agreement with your REALTOR® on a price and date for the listing, and then give yourself a week to ten days to complete the checklist. Get it done before you list your property!

If your home is empty or furnishings are unsuitable, consider *staging* your home. This will cost more but may well result in a higher price or earlier sale of your home.

To make your life easier and get your home sold I will

- Give you advice and tips on making your home more saleable
- Help you with objective advice on pricing your home – before you put it on the market and ongoing once your home on the market
- Negotiate with potential Buyers and their Agents
- Be there when you need to talk to someone
- And I will control open house and private showings of your home to minimize the inconvenience to you

Think about it – I could help sell your home today. I'd love to build a customized marketing plan to sell your property. Call me today and let me show you what I can do for you.



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