

Exterior List

◆ LAWNS AND TREES

- ☐ Lawn green and mowed
- ☐ Shrubs and trees trimmed
- ☐ All necessary weeding completed
- ☐ Edges trimmed
- ☐ Flowering plants to add color
- ☐ Fence in good repair
- ☐ Yard cleared of leaves and papers
- ☐ Fresh bark for an attractive entryway

◆ GARAGE & DRIVEWAY

- ☐ Garage is clean and tidy
- ☐ Uncluttered (junk is thrown out)
- ☐ Work bench clean and clutter free
- ☐ Garage door opens and closes properly
- ☐ Oil and rust stains removed from driveway

◆ POOL & SPA

- ☐ Pool/Spa is clean
- ☐ Pool/Spa equipment in good working condition
- ☐ Good overall appearance

◆ HOUSE

- ☐ Overall appearance
- ☐ House freshly painted
- ☐ Doors painted/stained
- ☐ Hardware works
- ☐ Stucco walls free of cracks
- ☐ Bricks secured and undamaged
- ☐ Doorbell works
- ☐ New front doormat
- ☐ Exterior lights working
- ☐ Gates and fences painted and working
- ☐ Walkways are clean, un-cracked & free of clutter
- ☐ Trash cans are clean and out of sight
- ☐ Outside window clean, un-cracked, caulked and working properly
- ☐ Gutters clear, clean and fastened
- ☐ Roof in good condition

THINGS TO DO

OTHER RECOMENDATIONS

- Light a fire in the winter
- Open blinds during the daytime
- Tastefully decorate tables and mantles with fresh cut flowers
- Have plenty of lights on a night time
- Be aware of any strong odor; create a pleasant "fresh smelling" fragrance

SELLING TIPS WHILE YOUR HOME IS BEING SHOWN

- Turn off the T.V.
- Play music - Tune into classical or soft jazz
- Let the salesperson show your home; let him discuss the price and terms with the client; try not to interfere
- Disappear or remain in the background (take the kids and pets with you)
- Be friendly and available
- Refer inquiries about your house to your Realtor to take advantage of the agent's professional skills in selling your home.
- Have information handy (where bus runs, what school their child will go to, how to get garbage service, good dentists or babysitters in the neighborhood, shopping centers nearby, etc.