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## The Right Presentation: Home Seller's Checklist

### Start with your lawn...

*It's the first thing that prospective buyers see.*

- Is the lawn trimmed and edged?
- Are flower beds clear of leaves, weeds & grass?
- Is appeal of the house enhanced by adequate flowers and mulch?
- Are light posts, gas grills, outdoor lights, mailboxes, fences or basketball hoops in good condition?
- Are children's objects removed, such as old swing sets, sandboxes, etc.?
- Have any imperfections to lawn such as bare spots, big holes, ruts, weeds or crabgrass been removed or repaired?
- Does the lawn have an overall manicured look?
- If it is winter, have snow and ice been removed from driveway, sidewalks and steps?

### Your front door welcomes the prospect...

*A door decoration adds a warm, inviting touch.*

- Is the door clean? Does it need a coat of paint?
- Are light fixtures, door knockers and doorknobs in good condition?
- Does the doorbell work?
- Are storm doors clean and in good condition?
- Is the front step/porch in good repair?

### Decorating helps assure top dollar and a quick sale...

*A little Liquid Gold does wonders for scratched and dry-looking wood.*

- Are walls clean?
- Has outdated wallpaper been removed and walls painted?
- Are all nail and molly holes filled?
- Are there any cork or mirror tiles, shelves, metal brackets, plant brackets, stickers, murals or makeshift cabinets that should be removed?
- Should the ceiling be textured to cover flaws?
- Are switchplates clean?

### Clean windows show the bright side of your home...

*Let the prospective buyers see how cheerful your home can be.*

- Have curtains and draperies been opened to highlight walls and ceilings?
- Will window coverings appeal to the general public?
- Do sheers cover all windows facing the street?

### A clean kitchen is a must...

*Many buyers judge the housekeeping by the oven and stove.*

- Is the interior of the oven, stove and dishwasher stain free?
- Have the cabinets been cleared of all but essential items?
- Are the counter tops clean and clear of clutter?
- Is the Formica stained? (Baking soda removes stains without marring the finish).

### Sparkling bathrooms help sell your home...

*Spick and span throughout is the way to judge bathrooms.*

- Are shower doors, ceramic tile and grouting clean and free of soap film?
- Are fixtures polished and free of water marks?
- Have appliques in the tub been removed?
- Is lighting adequate?
- Does toilet seat need to be replaced?
- Is exhaust fan working? Is it quiet?
- Is there a window available? Open it and let the fresh air in.