



Use this handy checklist to get your home ready for sale. If you check off *everything* on the list, you *will* have a better chance of getting your asking price. You will also save yourself headaches when the buyers do inspections.

✓	Preparing Your Home for Sale
	Make sure all light bulbs are operable in <i>every single fixture</i> . This is important because at inspection time, the inspector won't know if it is just a burned-out bulb or if the fixture is broken.
	Replace bulbs with the brightest type that is rated for that fixture. Buyers aren't interested in dark houses, and you want the rooms to glow.
	Locate available receipts/warranties for home improvements/upgrades such as appliances, roof, windows, foundation work, HVAC system, water heater, etc. Photocopy important receipts, because these are handy to have to go along with the Seller's Disclosure that you will need to complete.
	Have the HVAC system serviced. Be sure to keep the receipt! This should only cost about \$80. Ask the technician to tell you the age of the furnace and air conditioning units. (You'll need the ages of the units for the Seller's Disclosure.)
	If you have basement foundation cracks, consider having a professional foundation company repair them. Home buyers really worry about those cracks.
	How's your roof looking? This is the <i>very first</i> thing the inspectors check. Have it inspected yourself first; you may be able to have inexpensive repairs made.
	If you have cracks in the ceiling or walls, you should repair them and touch up the paint. This is another item that scares home buyers.
	Box up <i>everything</i> you are not using and stack neatly in the basement or garage.
	Hold a garage sale or donate items you won't take to the new home.
	Clean like crazy. Clean like a fiend! Have the carpets cleaned as well.
	Remove outdated window treatments like roller shades and old curtains.
	Check for termite damage/tubes. If you think there is possibility of active insects, consider paying for a termite inspection, to avoid unpleasant surprises. The inspection will only cost \$50-\$75, and it really gives everyone peace of mind.
	Clean out the gutters, and make sure splash blocks are installed at downspouts.
	Clean all windows. (It is not that expensive to have it done.)
	Make sure <i>all</i> windows open and lock. Windows needs to stay <i>up</i> when opened.
	Check to make sure all doors lock and that you have keys for all of them.
	Do you have GFCI outlets installed in the kitchen and bathrooms where appropriate? They are not that expensive, and this is a common inspection item. Inspectors also suggest them in garages, laundry rooms, and the basement.
	Test all smoke and carbon monoxide detectors, and replace batteries as needed.
	Address odors: Pet areas – take care of stinky cat litter or smelly dog bed situations If you smoke inside, start doing it outside Use "cone" or spray room fresheners rather than plug ins (for safety reasons)
	Wallpaper – buyers will not share your taste in wallpaper or borders. If at all possible, have it removed. I <i>promise</i> it is worthwhile to do so.

