



Provided Courtesy of **The Dawn Thomas Team**. Artfully uniting special homes with extraordinary lives in the Silicon Valley and Santa Cruz County beach communities.

You've decided to sell your home! When selling, it's important to look at your home from a different perspective... the buyer's perspective.

The Home Enhancement Checklist provides you with insight and direction on how to get the most money and quickest sale for your home by making minor changes and repairs.

TIDY UP!

When a home appears cluttered, buyers can't "see" the home or its potential. By storing items you don't need or use, your home will feel more inviting to potential buyers. When selling a home, less is more!

CLEAN UP!

A clean home gives the impression that it has been well cared for. Strive to make your home visually and aromatically appealing. Remember: Paint in the can is worth \$20, but it's worth \$1000 on the wall!

PATCH UP!

Minor repairs often become major stumbling blocks for potential buyers. Take away those distractions by fixing minor issues before they become major.

THE FINISHING TOUCH!

The little "extras" make a home feel special. Remember, your home is competing with others in your neighborhood. Make your home stand out!

THE EXTERIOR

TIDY UP!

- Mow the lawn and trim trees and shrubs away from the house
- Rake leaves, pull weeds and dispose of dead plants, flowers and shrubs
- Store tools and other equipment neatly in the garage

CLEAN UP!

- Wash windows, inside and out
- Sweep all sidewalks and driveways

PATCH UP!

- Repair doors and windows
- Repair major cracks in sidewalks and/or driveways
- Repair roof shingles, shutters, gutters, windows, siding and fencing
- Clean up the front/back yards with new sod, plants, flowers and mulch if needed

THE FINISHING TOUCH!

- Add a doormat at the entrance
- Add a potted or hanging plant
- Add new house numbers

Additional observations:

THE KITCHEN

TIDY UP!

- Clear extra gadgets from all kitchen countertops
- Remove all messages, pictures and magnets from the refrigerator
- Clear away any papers, mail or newspaper that may have accumulated on countertops
- Clear sink, stove and countertops of all dishes, pots and pans

CLEAN UP!

- Wipe down cabinets & polish sinks
- Clean all appliances, inside and out
- Wash kitchen floors
- Air out garbage area with a deodorizer and/or freshener

PATCH UP!

- Repair any faucet/sink leaks
- Repair any broken appliances
- Repair any non-working kitchen cabinets and drawers
- Patch and paint walls and ceilings, if necessary

THE FINISHING TOUCH!

- Add a new throw rug
- Add a plant

Additional observations:

THE BATHROOMS

TIDY UP!

- Remove any unnecessary items from the countertops
- Organize linen closets, medicine cabinets, etc.

CLEAN UP!

- Clean sinks, toilets, bathtubs and showers, and make sure they are mold-free
- Polish mirrors and bathroom fixtures
- Wash bathroom floor

PATCH UP!

- Repair any faucet, sink and/or toilet leaks
- Caulk and grout tile, if necessary
- Patch and paint walls and ceilings, if necessary

THE FINISHING TOUCH!

- Add a scented candle
- Add coordinated towels and accessories
- Add a new shower curtain

Additional observations:

THE LIVING AREAS

TIDY UP!

- Remove piles of papers and magazines from tables
- Rearrange furniture; discard worn furniture and store "extra" pieces
- Straighten bookshelves

CLEAN UP!

- Clean and deodorize all carpet, spot cleaning where necessary; wash all floors
- Polish all furniture
- Wipe down lighting fixtures, making sure all light bulbs are working
- Wash window treatments
- Clean fireplace, if applicable

PATCH UP!

- Patch and paint walls and ceilings, if necessary

THE FINISHING TOUCH!

- Display linens on table
- Add fresh flowers, potpourri or a scented candle Rearrange pictures to highlight specific areas
- Add lamps if room is dark

Additional observations:

THE BEDROOMS

TIDY UP!

- Straighten children's play area and store extra toys
- Remove extra furniture and rearrange to define areas
- Make closets more appealing by storing seasonal clothes elsewhere
- Be sure all clothes are hanging up and not lying around the room

CLEAN UP!

- Clean and deodorize all carpet, spot cleaning where necessary
- Wash window treatments
- Wipe down lighting fixtures, making sure all light bulbs are working

PATCH UP!

- Patch and paint walls and ceilings, if necessary

THE FINISHING TOUCH!

- Add decorative pillows to beds
- Add a plant

Additional observations:

THE BASEMENT & GARAGE

TIDY UP!

- Organize all areas: laundry area, family area, workshop, garden equipment, etc.
- Box up and store or dispose of any unnecessary items

CLEAN UP!

- Sweep and clean floors
- Remove cobwebs from walls, window sills and ceilings
- Wash windows, inside and out

PATCH UP!

- Make sure furnace, A/C and hot water heater are in working order

Additional observations:

HERE COMES THE BUYER

Before each showing, be sure to complete these last minute touches to make your home stand out and look great!

EXTERIOR

- Pick up after pets
- Pick up lawn tools, toys, etc. lying around the yard
- Clear driveways and walk areas

INTERIOR

- Open curtains for daytime showings and close curtains for nighttime showings
- Open windows to "freshen up" your home
- Do a quick tidy up
- Play instrumental music
- Burn a candle in the kitchen and in the living room

Additional observations:
