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 Marketing the preferred homes of Southeast Michigan
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Take a look at this checklist. It was developed with the intentions of helping you with selling your house.

Since first impressions are very important, pay attention to the exterior of your home first. If the exterior of your home is well taken care of, you will be more successful in attracting buyers. If prospects are not impressed with the exterior of the home, they won't be very interested in seeing the interior. I have experienced this first hand as a real estate agent. I have shown properties in the past where my clients wouldn't even walk through the front door of a house because the exterior of the home needed more attention. I know most houses are not like that. Yours probably does not have much work that needs to be done, but just to be prepared for the picky buyer, take a look at this list just incase you may have missed something.

Once any exterior tasks are completed, work on the interior. Do the most economical repairs first. If more expensive repairs need to be made, you can always negotiate with the buyer on the cost of that later. The most important thing to remember when addressing this checklist is to make the home visually appealing. The cleaner and more organized, the better! Clean, organize, unclutter, depersonalize; help the buyer see themselves living there.

Exterior

If needed; replace, repair, paint, clean, or wash any of the following:

- wood and vinyl siding
- trim
- gutters
- shutters
- windows
- window frames
- screens
- door and window hardware
- fences
- gates
- fountains
- gazebos
- trellises

- leaking or broken spogits
- outdoor lights
- broken shingles
- AC unit
- pool/spa
- debris off of roof
- debris from gutters
- sheds or garages
- pet areas
- oil stains in driveway
- landscape stones
- doors and doorways
- patios

Landscape:

- mow/edge
- trim around fences
- trim around house/walls
- seed bare spots
- remove dead plants
- prune shrubs and trees
- weed flower beds
- plant colorful flowers
- keep lawn watered
- fertilize lawn/plants
- weed killer on lawn
- adjust sprinklers
- remove excess lawn décor



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Interior

All rooms:

- clean doors, windows
- repair holes and dents in walls
- clean base boards
- clean light switches
- wash curtains
- lubricate squeaky doors
- clean light fixtures
- check for and remove cob webs
- fix scratches on wood floors
- replace worn/broken flooring
- use area rugs where needed
- remove clutter
- remove extra furniture
- remove family photos
- keep all rooms clean
- replace bad light bulbs
- make sure outlets work

Utility areas:

- replace furnace filter
- vacuum mechanical areas
- clean vents
- remove items stored in room
- fill water softener to avoid stains
- address any leaks
- secure saggy electrical wires

Kitchen:

- keep dishes/food out of sight
- clean appliances
- clean range and hood
- keep floor clean
- deodorize garbage
- clean inside of dish washer
- repair leaky faucets
- organize cluttered drawers
- clean under sinks
- clean behind appliances

Bathrooms:

- clean mirrors
- clean all drawers and cabinets
- keep fresh hand towels available
- keep hand soap available
- clean shower doors and tracks
- remove soap scum/residue
- replace shower curtains
- clean tile and grout
- repair toilet guts if needed
- clean fans and heaters
- replace anything if needed
- repair leaky faucets
- remove water stains from:
 - tubs/sinks/showers/toilets

Closets:

- organize/remove clutter
- adjust or repair door slides
- lubricate door hardware
- paint doors if needs

Laundry area:

- clean appliances
- clean behind appliances
- eliminate mildew odors
- clean floors
- organize cupboard
- remove or pack up clutter

Basement:

- Eliminate signs of dampness
- check for and address cracks
- eliminate mold and mildew
- ensure adequate lighting

Garage:

- install 100 watt light bulbs
- clean and organize
- pack things up if needed
- hang up/put away tools
- make sure garage door works
- lubricate garage doors