



Selling a Home in Gainesville

Checklist for Getting Your Home Ready

A buyer's perspective

You want buyers to feel at home when they enter your property. This is a list of the things we do to encourage that feeling when we sell our personal homes.

Exterior:

- Pressure wash walkways, drive way, & curbs
- Repaint front door and trim
- Clean up landscaping, add plants and lay chips where necessary
- Repaint if necessary
- Pressure wash house if not repainting
- Clean stained roof tiles
- Clean dirty gutters
- Remove any leaves/debris from roof
- Repair screens
- Repair fences & gates
- Wash windows
- Clean garage door
- Inspect for any wood rot and repair
- Clear all debris/chips/branches away from the foundation of the house

Interior:

- Remove wall art, photographs, and anything not being sold with the house. Repair & paint holes.
- Repaint trim, doors, and walls. Also if you can see the paint from a patch done on a wall then paint the entire wall.
- Clean light switches plugs, and switch plates. If they are stained or faded replace them.
- Inspect and clean windows.
- Repair anything that is broken, leaks, sticks, or has holes in it.



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- Be sure that scuffmarks on frequently used areas are cleaned or repainted (Ex: sneakers leave marks under breakfast bar in kitchen.)
- Pack – remove all personal items and anything you can live without until you move.
- Set the stage – use each room for one purpose and let the furniture reflect it, clear away clutter that distracts the eye.
- Remove everything from the kitchen counters – cleared counters look more clean and neat than counters with items stored/displayed visibly.
- Organize closets, fold items neatly and stack items in rows. If there is too much in the closet to fit try to pack unused items into moving boxes and store in a designated area (garage / spare bedroom)
- Check grout lines in all tiled areas. Re-grout or re-caulk where necessary – gaps are bad.
- Clean or re-caulk connection of sinks to counter and backsplash to wall & counter. If you cannot do a professional looking job hire someone who can. A sloppy or wide caulk line looks worse than dirty caulk and gives the appearance of shoddy plumbing.
- Clean faucets – remove any hard water stains. Consider replacing outdated or dirty faucets.
- Professionally clean your carpets. If the fiber shows wear, spots, or traffic patterns replace it.
- For all renovations choose a NEUTRAL color. (like beige for carpets and walls, or white for trim or accessories)
- Clean, clean, clean. If you can wipe it with a white cloth and see dirt it is not clean enough – really.
- Polish anything that can shine before showings.

Keep this in mind as you are going through this list:

If you come across a 'defect' that a buyer cannot see easily (like a leaky faucet or wood rot) you may need to disclose it. It depends on what the item is and sometimes whether or not you fix it, but you should keep a list to use when you fill out your Seller Disclosure Form.. and as always ask us if you have ANY QUESTIONS.