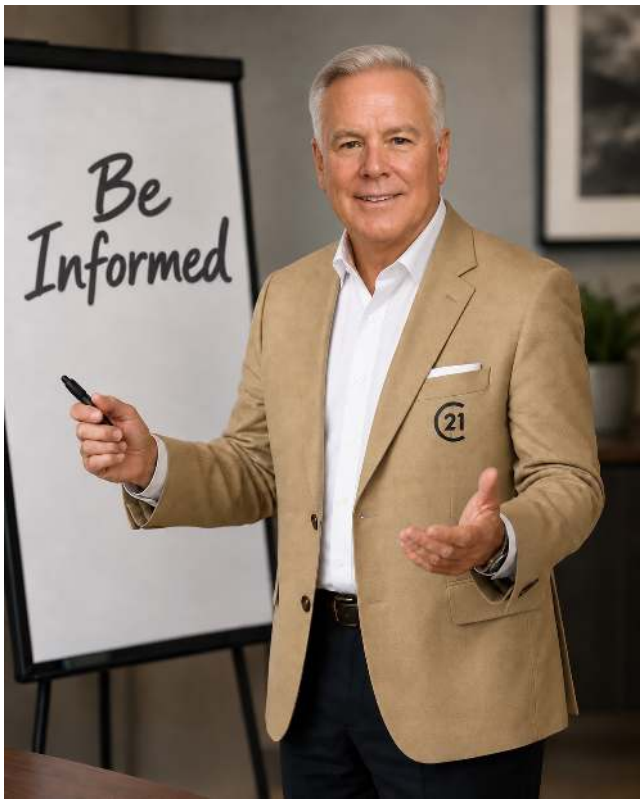
SELLERS

Seller Checklist: 15 Things To Do Before Every Showing



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Prepared for you by Bob Latigona | CENTURY 21 Alliance

NATIONAL ASSOCIATION OF REALTORS®

SELLER CHECKLIST: 15 THINGS TO DO BEFORE EVERY SHOWING

You're ready to sell your home. You have consulted with an agent who's a REALTOR® and done everything you can to maximize your chances of selling: You've decluttered, depersonalized, deep cleaned, made necessary repairs and staged the home to make it as appealing as possible. Now, here's a handy checklist of the things to do before *every* showing to help your home sell faster and for top dollar.

FLOORS AND SURFACES

- ☐ **Pick up.** Be sure beds are made and toys, clothes and other articles are picked up and put away.
- ☐ **Clear kitchen and bath counters.** The less you have out, the more spacious counters look. Leave big items, like a toaster oven or coffee maker. Neatly stow everything else in drawers and cabinets.
- ☐ **Wipe down all surfaces.** Use a damp cloth to wipe down dining tables, tea tables, side tables and bookshelves where dust may be visible.

KITCHEN

- ☐ **Wipe down handles, knobs and doors.** High-traffic appliances like the refrigerator, microwave, stove, and cabinets always attract fingerprints.
- ☐ **Organize your refrigerator.** Buyers *will* open it and look inside and judge you on what they see. Make sure things are neatly organized and clean.
- ☐ **Neutralize odors.** Refrain from cooking foods with strong odors in the hours before a showing. Search for "stovetop potpourri" for recipe ideas to make your home smell great.

BATHROOMS

- ☐ **Swap out towels.** Put away the towels you use, and put up clean, new staging towels.
- ☐ **Wipe down mirrors.** Removing visible smudge marks will make the entire space look cleaner.

VALUABLES

- ☐ **Hide jewelry and other valuables**.
- ☐ **Secure firearms and priceless collectibles.**
- ☐ **Put away electronic devices.**
- ☐ **Hide prescription medications.**

EXTERIOR PATHWAYS

- ☐ **Clear pathways.** Sweep any debris, snow or ice from any pathways leading to your home.

FINAL CHECK

- ☐ **Open all the window treatments and turn on ALL the lights.** Even in broad daylight, turning on the lights will help make the space feel bright.
- ☐ **Disable the alarm and take your pets with you.** Potential buyers may have allergies or other reasons for avoiding pets; it's best to eliminate any potential issues.

OPTIONAL WELCOMING TOUCH

- ☐ **Provide refreshments.** Leave out a tray of cookies and water bottles for the potential homebuyers to enjoy while viewing your home.

These steps may seem overwhelming at first, but you will soon find your groove and be able to get ready for showings in less than an hour.

Additional Resource: Before Putting a Home Up for Sale

Your real estate agent will help you navigate the purchase or sale of a home. An attorney can provide guidance on the laws in the state where you're purchasing. Only real estate professionals who are members of the National Association of REALTORS® may use the term REALTOR®. Under the NAR's Code of Ethics, REALTORS® must work in their client's best interest and treat all parties fairly. Please visit facts.realtor for more information and resources.

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