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Is Your Home Ready For Sale?

Here is a checklist to help ensure that your home makes a favorable impression on prospective buyers.

Exterior

- Yard is mowed and edged.
- All refuse is collected and hauled away.
- Flower beds are cultivated.
- Exterior paint is in good condition.
- Exterior walls are in good condition, with any damaged wall boards replaced and bricks and mortar replaced as required.
- Roof is in good condition and repaired if necessary.
- Screens and screen doors are in good condition.
- Fresh paint on front door if necessary.
- All exterior lighting is in working order.

Interior

- Walls are clean and unmarked
- Windows are clean inside and out.
- All plumbing is in good order: repair leaky faucets, and remove stains and mildew from sinks and tubs.
- All doors open and close easily, and all hardware is in place.
- Unneeded materials are removed from attic, basement, garage, and other storage areas.
- Kitchen is sparkling clean, counter tops are uncluttered, and all dishes are placed in cabinets.
- Every room is neatly arranged and unneeded materials are removed.
- All lighting fixtures and lamps have bulbs and are in working order.

Hints on Showing Your Home

- When possible, arrange for you and your family to be away from your home during a showing. Prospects will feel less like an intruder if the home is vacated and will

take more time to thoroughly inspect your home.

- Eliminate any distractions for the prospect by making sure that the radio and television sets are turned off.
- If you have a dog, be sure that it is penned up outside.
- Whether your home is being shown in the daytime or at night, always leave enough lighting on, both inside and out, to brighten every corner of your home.
- If it is necessary for you to be at home during a showing, we suggest that you allow the agent to direct the prospective buyers through the home. Your agent is thoroughly familiar with the prospect's needs and can best emphasize the features of your home. If the prospect has any questions about your home, they will be discussed with you at the proper time. It is always best for you not to discuss with any prospect the areas of price, terms, possession or other factors related to the sale of your home. Your agent is in a better position to handle these matters.

If You Vacate Your Home Before It Is Sold

- Make arrangements for property to be maintained, including the yard.
- Contact your insurance company to tell them that you are vacating, and arrange for continued coverage.
- Leave utilities on, and set heating or cooling at a comfortable level.
- Inform your agent where to contact you, so that contracts to purchase your home can be presented without delay.