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Listing checklist for sellers

Pre-Listing Check List for Vendors General Commentary &; Suggestions regarding your home as observed by potential buyers... There are 3 key terms in preparing your home to sell: Updated, Clutter-free, and Clean. Your home will appeal to most buyers when it is well cared for & there is little sign of occupancy. We want buyers to be able to easily visualize themselves in-house. With these tips, you're sure to catch positive attention and show above the competition! Updated: All home features: Make sure paint, carpet, tile, countertops, lighting, appliances, hardware are all updated and neutral (beige colors are most desired). Home Repairs: Fix/Repair any cracks, leaks, holes, flower issues, other damage than not to deter buyers. Home Accessories: Furniture, décor, and accessories should be in style and compliment the house (see a local model home for ideas). Litter-free: Has minimal décor/accessories displayed throughout the house. Simple, non-distracting items are best. Think necessity as you prepare each room to show its best. If it is not necessary or serves a purpose, prepack it. Make sure furniture is arranged to welcome guests into the room, instead of blocking walkways. General rule has been tried and has no more than 4 furlongs in one area to help rooms feel bigger. Pack away personal photos so shoppers can visualize their family living in-house. Keep personal items (accounts and other paperwork) out of sight for your protection as well. Remove custom items (toothbrushes, get-ready items) from bathroom counters, and keep out of sight in cupboards for easy access. Keep all cupboards and cupboards no more than 70% to show adequate storage. Keep items in cupboards, cupboards, pantry, laundry room and garage neat and organized (like a shop). Clean: Landscaping should be well mangled weekly (add fresh mulch and some colorful flowers to flower beds). Front - Back deer must be cleaned and ready for guests. Spring clean: blinds, lights, baseboards, doors, vents, appliances and windows. Inside of the house should be kept clean daily squeaky. A place for everything and everything in its place allows you to clean up quickly throughout. Make sure beds are made and rooms picked up every morning (give the kids an incentive... ex: gift card once sold). Keep laundry out of sight in baskets and laundry on a regular basis. Keep consistent dishes cleaned ... dirty dishes in basin send a negative message. Keep trash cans hidden and emptied regularly. House should always smell clean and fresh (use plug-ins, distributors, sprays on a regular basis). Most buyers want a pet-free home, so keep pets and related items out of sight during shows. Keep carpets of steam cleaned and regularly vacuumed. Open blinds during the day, and switch accent lighting throughout during To. Implement this list checklist and closing checklist system to cistice your customer support and marketing activities. Use this to organize the entire administrative side of your real estate practice more efficiently while weaving in more opportunities to market both yourself and your lists to the public to generate more business. As successful agents know, a thorough listing checklist helps ensure you don't miss out on the many opportunities to demonstrate how effectively your properties are marketing for sale. It provides evidence of success. Similarly, a good closing checklist can provide opportunities to so ask for referrals, positive online reviews, and customer testimonials. See how Icnhower Coaching &; Consulting (ICC) founder Brian Icnhower explains how to use the ICC pre-listing checklist, listing checklist, and closing checklist systems in the following video. Listing checklist and closing checklist systems For more information about how you can access the Listing Checklist and Closing Checklist systems shown in the video above, or learn more about our coaching programs, please contact a representative at Icnhower Coaching & Consulting by clicking here. How to board and training new agents within sales agent - ISA Scripts & Systems SOI Reference Database Contact Plans Luxury Marketing Techniques Phone Scripts for Contact Internet Leads Transaction Coordinator Capacity on Real Estate Teams Lead Nurturing Scripts & Techniques FSBO Scripts for objections to paying a commission The vendor lead sheet and how agents use one real estate team organizational structure pre-listing package content and strategies buyer's Agent Job Description Listing Presentation Scripts & Dialogues The best way to contact your sphere of influence compensation & Training Inside Sales Agents - ISAs Open House Guest Lists - Scripts to get them filled-in realtor vendor databases: Scripts &; Lists to build them expired listing scripts The One Page Real Estate Business Plan How to Transfer Facebook Friends to your client database a Real Estate Administrative Assistant's Job Description Buyer Consulting Script Open House Scripts to generate new listings of scripts for buyers : How to show fewer homes just listed &; just sell real estate Scripts Easy Ways to Ask Your Customers for References Scripts for Condition, appearance and functionality of your home will have a significant impact on how much you sell for, how many offers you receive, and how much time you spend going back and forth after the inspection. Your agent will guide you on design aspects such as staging, layout and de-cluttering, but we want to talk about the common home inspection items that spook your money, time and prevent buyers'. If you don't get a pre-listing home inspection done, use these tips to take care of the items that buyer and their inspectors will surely show and ask for. Outdoor AppearanceYour agent will remind you of the of the first appearances. Try walking to your house with fresh eyes as if you see it for the first time. Would be impressed? Would you think this house was well cared for? If your sidelist or exterior paint is worn, peeling or cracking consider adding a fresh coatCheck front door look to see if it's a new coat or new matchesBuy a new welcome matConsider buys pots crisp, colorful flowers to sit along your entry pad to improve curb appealKeep mowed the lawn, pull weeds and trim any overgrown shrubsInterior Cosmetics & Common IssuesSome interior items simply take away from your home's visual appeal, while others are home inspection items that can and will be asked by buyers. Consider replacing outdated matches such as door and cabinet handles, tap, sinks, & showerheadsRun each of your sinks and looking downstairs for leaks If there's been a leak in the past, make sure particlesboard or clean stainsRun showers are replaced to make sure matches don't lick Your kitchen cabinets are worn and dated, consider refinancing, re-facing, or adding a fresh coating of paintMake sure all switches, bulbs, and doors/windows work if they shouldPatch any holes, peel/cracks paint, or worn areas on trim and baseboardsDeep CleaningThis should go without saying, but many vendors still underestimate a sparkling clean house impact on supply Go through and knock it out, or rent a cleaning service to get your home in top shape: Vacuum, mop and/or refinance floorsSteam clean carpets or replace if necessaryWipe down all baseboardsDust anywhereClean windows inside and outsideWipe down doors, handles and all high traffic areas where handshakes can appearPay extra attention to kitchens and bathrooms as it's a high value area that people tend to look at with a more critical eye, this should include: Cleaning up the stove, exhaust hood, refrigerator, counters and interior of cabinetsCleaning toilet bowls and shower lining/tracksGet a new shower curtain and dump matsWipe down or tamper if neededCommon Home Inspection ItemsBuyers will likely do their own home inspection, but you can get out in front of these items and save money by taking care of them yourself. Has an electrician upgrade any outlets that do not protect GFCI. It may cost several hundred dollars, but many buyers will ask for a credit for this since it could pose a safety hazard. Check your downspouts around the house to make sure they stretch at least 6 feet away from your foundation. You can pick it up at Home Depot or Lowe's for \$10.Have your HVAC systems and water heater cleaned and serviced — it should cost about \$100-\$150. The condition and appearance of your home can significantly affect the sale price you will eventually receive. Putting your home on the market without analyzing what needs to be done to make it look best is no longer an option. Mainly, because of the syndicated real estate websites that will showcase your home to prospective buyers. Today's consumer is tech savvy and assess your home on those first photos. We are experts to help you determine determine that needs to be done. We transform rubble filled houses with misplaced furniture into beautiful lists that show incredibly well. We are the phases! Sometimes we suggest replacing devices or counter tops to increase the value, as the incremental cost of updating can be recovered in a faster sale or increased selling price. We do whatever it takes to show our listings like model homes. Buyers pay a premium for homes that are in excellent condition, once you decide to sell, make sure your home is ready to sell. How do I prepare my house to sell? First, make sure your home's exterior is in good shape! Prospective buyers won't even walk in the door if your home doesn't have appeal. You shouldn't judge a book according to its cover, but buyers do! Therefore, make sure that coverage is attractive. Leading entry: Check your front door to see if it needs painting. Polish door fittings if necessary. Buy a fresh welcome carpet. Paint: Paint the outside of your home if necessary. Landscape: Find your green thumb. Potted plants and flowers will make your home look beautiful and tell a buyer you care about your home. If you live in a single family home with a front yard, make sure the lawn is mowed, weeds are pulled and ground covers look fresh so your attention to detail shows. NEXT, GO FOR THE GENEROUS LOOK AND DECLUTTER Remember, your home is on display. If necessary, you must rent a storage locker. One of the best and least expensive ways to improve the appearance and feel in your home is to clear out your cupboards and rooms as much as possible. We all have tons of stuff. The way we live and the way we have to live when we sell a home is drastically different. Your home will actually look bigger when it's clean and rubble-free. Box it up: Find a home for your stuff. If it can't be neatly placed in a drawer or put away on a shelf, box it up. If you have kids, pack away as much of their toys as possible. Find homes for toys in cupboards or in toy holders. Pack away anything that crowds your home you don't use daily. Organize: Organize all cache. Make sure it doesn't look like you're bustling at the nurity. Organize and clean all cabinets and drawers. Clear all clutter of the countertops. Less is more! Remove papers and unnecessary items. Remove all magnets and pictures from your refrigerator. Reorganize and clean your garage. Organize, straighten and coordinate your hanging space. Kitchens: Rarely store used appliances. Remove as many of the counters as possible. Remove all the magnets and diverse hanging items from the refrigerator door and bulletin boards. Cabinets and storage areas: One of the most commonly pronounced requirements of buyers is for more cache and storage space. Open your storage by removing items that you are not using. If it looks like you don't have enough storage, a buyer will think so too. Garage: Buyers will have a premium for a garage if they can visualize it of value visualize they, but it's hard to sell when the garage is filled and overflowing. If your garage has become a two-car athletic, move the excess into a storage locker. FINALLY, CLEAN UP! You want your house to smell fresh and sparkle. Whether you are renting a cleaning service or doing it yourself, it is important to do this work both before and during the home sale process. Flooring should be a priority. Refinance if necessary or clean and polish all floors. Steam cleans or replaces the carpets if necessary. Basic cleaning is crucial: Wash all baseboards Fabric everywhere. It's amazing how much substance you find after moving out. Bathrooms are a must: Clean all sea presidents in a shower. Buy a new shower curtain if it's dirty. Clean accumulated dirt in the trail of a move spills through. Fix soil or missing grout. Buy a new bath mat if it looks dirty. Your kitchen is the focal point: Clean your stove inside and out. Clean the kitchen exhaust hood. Make sure your refrigerator is clean and organized. Clean your counters every day so they look and smell good. Organize the inside of your closets: people want to see how much space you have. Window needs to sparkle: Have your windows cleared before selling your home. A vase with fresh flowers is always a nice touch. Touch.

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