



**Northern Trust**  
REAL ESTATE, INC.

**SELLER CHECK LIST**

If you want to get the best possible price for your house, start by making sure it looks its best, inside and out. The following checklist offers several easy things you can do to improve a buyer's first impression of your house. Go through it point by point before you list your house, and again immediately prior to every open house and showing.

**BEFORE YOU BEGIN SHOWING**

**EXTERIOR**

- Repaint siding
- Repaint or touch up trim
- Repair/repaint gutters and downspouts
- Repair/repaint fences
- Seal driveway
- Remove oil stains from garage floor
- Wash all windows
- Remove all screens (windows look cleaner)
- Trim trees, hedges, shrubs
- Weed and feed lawn
- Remove all clutter (garden tools, toys, etc.)
- Snow shoveled driveway and entrances

**ENTRANCEWAY**

- Check working order of door bell and exterior light
- Replace welcome mat
- Repair/repaint storm door and/or front door
- Clear and clean entry of all clutter
- Clear and clean out front hall closet
- Clearly visible house number

**LIVING/DINING/FAMILY/BEDROOMS**

- Repaint or touch up walls and ceilings

**BEFORE EVERY SHOWING OR OPEN HOUSE**

**EXTERIOR**

- Pick up tools and toys
- Put garbage cans in garage
- Close garage door
- Park cars on street or around corner

**INTERIOR**

- Clear off all counters and table tops
- Turn on all lights
- Open shades and curtains
- Put soft music on the stereo
- Give the house a pleasant aroma-fresh bread, fire in fireplace, etc.
- Set dining room table

- Repair/replace old molding
- Shampoo carpeting and/or wash and wax floors
- Remove excess or unattractive furniture
- Clean curtains, shutter, blinds, etc.
- Clean fireplace, mantle, shelving
- Replace old bedspreads

**KITCHEN/BATHS**

- Repair or replace faucets and fixtures
- Repaint or repaper walls
- Thoroughly clean range/oven, refrigerator, etc.
- Clear out and clean cabinets, drawers, and medicine chests
- Remove clutter from countertops
- Clean or replace curtains
- Grout tubs and showers
- Replace old toilet seats and shower curtains

**GENERAL**

- Replace burned-out light bulbs
- Clear cobwebs from corners and doorways
- Wash light switches, hand rails, and doorknobs
- Clear and clean all closets
- Add "welcoming" touches: potted plants, dried flowers, potpourri, decorative towels, etc.
- Clean furnace and hot water heater

- Make all beds
- Set thermostats at comfortable temperature
- Toilet seats down

**HOUSE & COMMUNITY INFORMATION**

Display in entranceway or another prominent place

- Paid utility bills
- Current property tax receipts
- Real Estate listing sheet
- Floorplan (if available)
- Map and/or list of community features and points of interest
- Warranty information on appliances
- Home book