

# How Fast Will Your Home Sell?

## Checklist for Home Marketability

The following comprehensive list of questions is designed to help you analyze your home's marketability. Fill in each blank: YES, NO, or NOT APPLICABLE (NA)

- \_\_\_\_\_ 1. Is the yard being mowed regularly?
- \_\_\_\_\_ 2. Are walkways in good repair?
- \_\_\_\_\_ 3. Is landscaping attractive?
- \_\_\_\_\_ 4. Are all screens in place?
- \_\_\_\_\_ 5. Are there blooming flowers visible for the season?
- \_\_\_\_\_ 6. Have junk and unsightly cars been removed?
- \_\_\_\_\_ 7. Has the yard been cleared of all trash and dog droppings?
- \_\_\_\_\_ 8. Is the front door bright, clean and inviting?
- \_\_\_\_\_ 9. Has all carpeting been cleaned to look like new?
- \_\_\_\_\_ 10. Are all switch and wall plug plates in place?
- \_\_\_\_\_ 11. Have all broken window panes been replaced? (Including seals which may be broken on insulated windows)
- \_\_\_\_\_ 12. Have all tubs/showers been freshly caulked?
- \_\_\_\_\_ 13. Have all leaky faucets been repaired?
- \_\_\_\_\_ 14. Is the home's exterior freshly painted?
- \_\_\_\_\_ 15. Have interior walls been recently painted?
- \_\_\_\_\_ 16. Have all holes and cracks in interior walls been spackled and painted?
- \_\_\_\_\_ 17. Do interior cabinets, doors and trim look like new?
- \_\_\_\_\_ 18. Are all windows freshly washed and sparkling clean?
- \_\_\_\_\_ 19. Have baths/showers been scoured to remove dirt and mildew?
- \_\_\_\_\_ 20. Have all unneeded articles been packed away out of sight?
- \_\_\_\_\_ 21. Have all closets been cleaned and organized?
- \_\_\_\_\_ 22. Have all beds been made daily?
- \_\_\_\_\_ 23. Are all dirty dishes washed daily before leaving house?
- \_\_\_\_\_ 24. Is the home free of "pet odor"?
- \_\_\_\_\_ 25. Do all appliances, plumbing fixtures, heating and cooling systems function properly?
- \_\_\_\_\_ 26. Have all settling and foundation problems been corrected?
- \_\_\_\_\_ 27. Is the doorbell in place and functioning properly?

- \_\_\_\_\_28. Are all locking doors easily opened with keys?
- \_\_\_\_\_29. Have all burned out light bulbs been replaced?
- \_\_\_\_\_30. Are all door handles & shower door handles tight and functioning properly?
- \_\_\_\_\_31. Do all doors open and close easily, without sticking or creaking?
- \_\_\_\_\_32. Have all personal bathroom items been removed to an out of sight location?
- \_\_\_\_\_33. Are bathroom fixtures clean with chrome sparkling?
- \_\_\_\_\_34. Have the attic/basement/garage been cleaned and organized?
- \_\_\_\_\_35. Are all boxes of packed belongings stacked neatly in garage or other storage area?
- \_\_\_\_\_Total

Scoring: Yes, 10 points each; No, 0 Points each; N/A, 5 points each.

300 or more.....Excellent marketability.

150-300.....Average of most sellers.

150-below.....Probably on market for a long time.

**Courtesy of Beach Realty & Construction**

