



### BUYER APPEAL CHECKLIST

#### Lawn / Driveway:

- Lawn is healthy, weed-free and neatly cut
- Shrubs are neatly trimmed
- Shrubs and trees are not touching house
- Black-top driveway is sealed
- Driveway, front walk, and shrub areas are weed-free
- Yard is clear of toys, garden tools and clutter

#### House Exterior:

- Garage door is clean and freshly painted
- Siding is freshly painted
- Trim is freshly painted and touched-up
- Fences and gates are repaired and repainted
- Downpours and gutters are aligned and clean
- Shutters are aligned and washed
- Windows, storms and screens are clean
- Steps, patio and porch are scrubbed and clean
- Front doorbell and bell light are working properly
- Welcome mat is new
- Storm door is painted or washed and hinges are lubricated
- Door lockset and hinges are polished

#### House Interior:

- Entry area or foyer is clean and free of clutter
- Front hall closet is free of clutter
- Front entry floor is clean
- Light fixtures are washed, polished and bulbs replaced
- Walls, moulding, trim and ceiling are repaired and painted, free of fingerprints and scuff marks
- Electric plates have been cleaned and replaced
- Hardwood and Vinyl floors have been refinished, cleaned, or waxed

- Curtains, drapes, bedspreads and other textiles are cleaned or replaced
- Carpet is shampooed and clean
- All closets are clean and organized
- All furniture is clean and dusted
- All clothing is put away, out-of-sight
- Appliances and cabinets are clean and waxed
- Oven and range interiors are thoroughly cleaned out
- Refrigerator interior is cleaned out
- Dishwasher and controls are clean
- All appliances are functioning properly
- Food storage areas are clean and neatly arranged
- Cabinets and drawers are clean and reorganized
- Dishes in cabinets are clean and neatly arranged
- Counter tops are free of clutter
- Drawers and doors open easily
- Pet feeding / watering dishes and toys are clean or put away
- Tile is scrubbed, bleached and grout is repaired
- Shower and tub seals are new and intact
- Toilet base and all sinks are free of leakage
- Bath linens are new and color coordinated
- Laundry area is clean, organized and free of clothes
- All rooms have adequate lighting
- All rooms are free of clutter and unnecessary items
- All old and burned out bulbs are replaced
- All rooms are free of cobwebs
- All door hardware is clean and polished
- Heating and cooling vents have been cleaned and replaced
- Malfunctioning outlets and switches have been replaced
- Garage is clean and organized
- Basement and attic storage are clean and neat

## CLOSING COST DEFINITIONS AND ESTIMATES

**Mortgage Payoff:**

Paid to lender from sale proceeds

**Recording Fees:**

From proceeds to record the sale

**Town & State Conveyance Tax:**

Paid to town and state (required by local and state law)

**Real Estate Commission:**

Paid to selling broker, normally split between listing and selling brokers

**Seller's Attorney or Escrow Fees:**

Sometimes includes miscellaneous photocopy, express mail and other charges