

Building Lasting Relationships, One Home at a Time.

eXp Realty of Greater Los Angeles, Inc.

Getting Your Home *~~sold~~* For Top Dollar!



What Real Estate Needs Can I Help You With?

Dan McWhorter

REALTOR® • DRE #01246908

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CheckHomePrices.com

SELLING YOUR HOME



Dan McWhorter

REALTOR® - DRE #01246908



Congratulations on taking the first step of the home selling process! This guide is a brief summary of the timeline for selling your home. Remember, as your local Real Estate Agent, I will be there to be sure you feel confident during each step of this process.

As a local Realtor with his 26 years of experience, I am prepared to help you list and sell your home with the least amount of stress, for the most money, in the shortest amount of time. My goal is to help educate you and empower you throughout the process.

Please know that I am always available to answer any questions about the real estate market or help in any way possible. If you have any questions about the home selling process, give me a call!



(714) 588-4455 - (562) 756-5582



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McWhorterTeam@gmail.com



Serving All of Southern California

Building Lasting Relationships, One Home at a Time.

Always Here To Help

Dan McWhorter is a dedicated listing agent, who is committed to offering hands-on guidance throughout the intricate journey of showcasing your home. Leveraging his role as a local market expert, he is uniquely positioned to assist home sellers with strategic recommendations aimed at enhancing the marketability of their properties.

At the core of Dan's approach is a profound pride in prioritizing customers as the absolute #1 priority. He is wholeheartedly committed to taking proactive actions and formulating solutions that not only instill confidence but also empower clients to achieve their goals. This commitment is designed to elevate peace of mind during the listing process, ensuring a smoother and more successful experience for homeowners.



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THE JOURNEY OF *getting your home sold*

This is the average selling experience for home owners who use an agent. Listing your home on your own or with an agent can make a big difference in your home selling journey.

01 CONSULTATION

We'll set up a meeting to go over your real estate and selling needs.

02 PRICING

We'll use data driven market analysis to establish the right price for your home.

03 STAGING & PHOTOGRAPHY

We'll stage your home and have it professionally photographed so it'll look perfect for listing.

04 MLS

We'll list your home on MLS, which is only accessible to realtors and agents.

05 MARKETING

We show your listing on all our social media platforms for maximum exposure.

06 SHOWINGS

We conduct showings, open houses, and follow up with prospective buyers for feedback.

07 OFFERS

We'll help you choose the best offer and negotiate as well.

08 UNDER CONTRACT

We'll start all the paperwork needed when your home goes under contract.

09 NEGOTIATIONS

We'll negotiate all repairs and other requests made by the buyers.

10 CLOSING

We'll make sure the entire closing process goes smoothly.

Dan's 10 Commitments To You

1. I am dedicated to promptly returning your phone calls, emails, and text messages with a sense of urgency.
2. I pledge to always provide you with the unvarnished truth, irrespective of the situation.
3. I am committed to offering expert advice and consulting, empowering you to make the best decisions for yourself and your family.
4. I will tirelessly advocate to ensure you receive the optimal value for your home within the right timeframe.
5. Proactive communication will always be a priority, keeping you informed every step of the way.
6. Acting in your best interest will guide every decision and action I take.
7. I will employ the most effective strategies to market your home, maximizing its visibility.
8. My commitment is my bond; I will consistently deliver on what I promise.
9. Each day, I will proactively dedicate time to search for qualified buyers for your home.
10. I recognize that a referral is the highest compliment. As my business thrives on referrals, I am devoted to providing an experience that not only makes you comfortable and confident but also encourages you to refer me to those you know looking to buy or sell a home.



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CMA vs. **APPRAISAL**

WHAT'S THE DIFFERENCE?

CMA's and appraisals are both professional estimates of a home's value, but they fulfill very different functions in the home selling process.

A licensed real estate agent performs a CMA to recommend the best price at which a homeowner should list their property. To prepare a CMA, the agent takes into account both active and closed sales (and sometimes even pending and expired listings, too) for a holistic picture of the local market.

Usually, realtors perform CMA's free of charge. On the other hand, an appraisal is typically conducted by a licensed appraiser to help a bank determine how much to lend for a mortgage. It's concerned mostly with the condition of the property and the final prices for sold homes in the area.

Banks won't lend a mortgage for more than the appraised amount. This can cause your sale to fall through unless you adjust your price accordingly or the buyer agrees to cover the difference out of pocket. Licensed and/or certified appraisers carry out appraisals, and they're not free. The buyers typically pay for this service.



COMPARABLE *Listings*

UNDERSTANDING YOUR HOME'S VALUE

The best way to determine the value of your home is by looking at similar homes that have recently sold in your area. Make sure to look at recently sold homes rather than currently listed homes. This is because the recently sold homes give a more accurate idea of what the price of the homes are actually closing at.

DETERMINING THE PRICE OF YOUR HOME

There are various factors that will make a difference in your home's pricing vs. a comparable one that sold in your area. These include:

- The neighborhood and location.
- Sold listings that are much farther away will not determine your home's value.
- Price based on the square footage of your home.
- How many bedrooms and bathrooms there are.
- How many acres you sit on the usability of the property.
- Upgrades or renovations made to the home.
- The listing price can vary from the actual sales price.

NOTE:

The number one reason most For Sale by Owner homes fail to sell is because of pricing. While a real estate agent will want your home to sell for top dollar, they also understand that the price is determined by what the market dictates. Keep a realistic approach when determining the price of your home; it will increase your chances of actually selling your home.



Strategic Pricing

MYTH: Listing your home higher would give you more room to negotiate. The truth is, overpricing your home will likely scare off potential buyers instead.

This is why selling your home at the right price is so important. It is the key to whether your home sells fast or whether it sits in the market for an indefinite period of time. Note that by pricing your home correctly the first time, it will ensure that you will receive more offers. In fact, you may even find yourself in a multiple offer situation that raises the price instead of getting lower offers.

The best way to determine the true value of your home in the current market is by looking how much recent homes have sold for in your neighborhood. Make sure to look at the listing price, sales price, days on market, size of the home and its features. Use those numbers to help you determine your listing price.

WHAT DETERMINES YOUR HOME'S VALUE

- Recent sales of similar homes in or around your neighborhood.
- The condition of your home.
- Whether you're in a buyer or seller's market.
- How much competition there is in your market.
- Any features or upgrades you have made to your home.

WHAT DOESN'T DETERMINE YOUR HOME'S VALUE

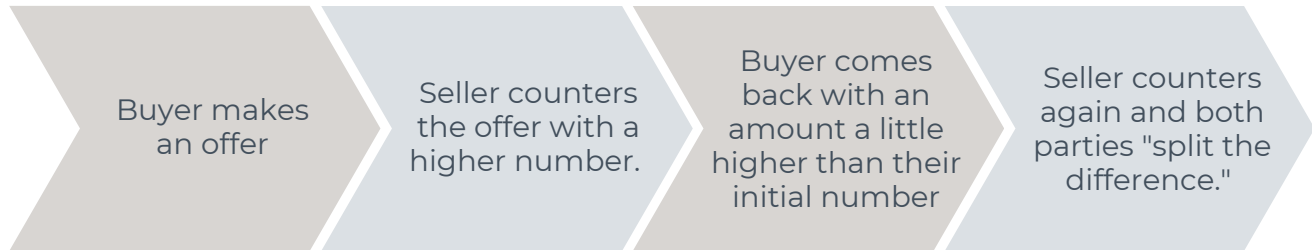
- How much you paid when you bought your home.
- Any renovations or additions that may not carry as much value.
- How much you'd like to make from selling your home.



Negotiations

Negotiating a contract can be stressful because there are so many factors and parts to it.

Most people tend to expect the process to go something like this:



In reality, this process involves negotiating over other things as well. You'll have to negotiate terms, inspections, what stays or goes, buyer concerns, objections, etc.

Going into negotiations, there are a few important things to keep in mind. You need to decide on what's important to you. For instance, do you want a fast or long closing date? An all-cash offer? Keep those in mind when offers are being made. Note that you can always reject offers that don't meet your needs and can counteroffer until both parties can come to an agreement.

Second, you'll also need an attorney to write and review any contracts to avoid being taken advantage of. Ensure that every minor detail spoken of during the negotiation process should be in writing. Remember to respond to all requests, offers, and negotiations in a timely manner. Make sure to go through the contract carefully until you fully understand it and do make any amendments to the sale if necessary.

Lastly, you are responsible for communicating with all potential buyers or agents. If you have multiple bids or interested parties, you'll need to let them know when you've accepted an offer. Make sure you still have their contact information in the event that your sale falls through as you can still reach out to see if they are still interested.

Marketing Plan of Action

- Complete the pre-listing home feature sheet together with you
- Install lockbox with extra keys
- Coordinate professional photo shoot
- Order for sale yard sign
- Create property flyers
- Create and develop your own property website
- Create a full MLS listing and give you full access to review before listing is live on the market
- Follow up with every buyer and agent who shows your home
- Send out email blast to all realtors in the marketplace
- Syndicate your listing to ALL major real estate websites including REMAX.com, Zillow, Trulia, and 100's more
- Send out just listed campaign to my entire social media and database
- **Conduct mega open house event upon seller's request**
- Contact top local agents in the area to promote your property
- Conduct a full analysis of the agents who may be working with buyers that are interested in homes just like yours
- **Send out just listed postcards to the neighborhood**
- **Make calls every morning from 8am-12 around the local area to find qualified buyers**
- Targeted Facebook buyer database and full social media and internet marketing campaign
- Set up showingtime to provide seller with real time buyer and agent feedback
- Pre-qualify all buyers before private showings
- **Monday listing reviews with you to talk about all that is going on with your listing and the sale of your home**
- **Door Knock neighbors homes asking if they may know a buyer**



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THE *Seller* ROADMAP



Interview

Hire Dan McWhorter as your real estate agent.



Pricing

Review comparable homes & establish a price for your home.



Staging

Prepare your home to make it's debut on the market.



Marketing

Execute a strategic marketing plan to ensure maximum exposure.



MLS

Your home will go live on the MLS and will be viewable to potential buyers.



Photographs

Hire a photographer to take professional photos of your home for the MLS.



Offer

Review all offers. Ensure you understand all the terms of the contracts.



Under Contract

After accepting an offer, your home will officially be under contract.



Negotiations

Negotiate any repair requests made by the buyer.



Closing

Hooray! Time to hand over your keys and celebrate selling your home!



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The Listing Process

1. Install Lockbox with spare key
2. Complete the listing paperwork and seller homework
3. Schedule and coordinate photographer
4. Order the yard sign - (3-5 Days)
5. Create the MLS listing and review it with you before we hit the market
6. GO LIVE!
7. Coordinate and pre-qualify ALL showings
8. Update you the seller EVERY Monday on how it's going
9. Present and negotiate all offers – Offer Consultation
10. Coordinate with the title company, lender, inspector, appraiser
11. Coordinate and schedule closing
12. Review the final numbers before closing
13. Buyers final walk through
14. CLOSE!



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Preparing Your Home For Sale

It is important to get your home cleaned and decluttered before you list your home for sale. First impressions are everything! If you list your home in poor condition the first time around, you are likely to miss out on hundreds of prospective buyers.

To increase your chances of a sale and get the best value out of your home, you'll need to prepare your home. This includes getting the interior and exterior of your home ready as well as taking high-quality listing photos of your home.

Note there is also a "golden time," this is usually within the first week or so where you're more likely to receive offers that might even be higher than the asking price. After this "golden time," there will be less offers. Note that if your home remains on the market for too long, it will raise red flags to potential buyers. They might wonder if there's something wrong with the house or that it might be overpriced, and therefore, will likely pass on your home.

Showings

Some buyers will avoid a home that is for sale by owner because it can get awkward. To make showing a success, follow these steps:

HOW TO SUCCEED IN SHOWINGS

- Make sure you clean up any clutter
- Turn on all lights and open the blinds
- Take out the trash
- Eliminate any odd odors
- Put away valuables or personal items
- Ask a friend to care for your children and/or pets during showings
- Be friendly upon meeting and give them space
- Don't follow them around the home as they tour until they ask you to



Be ready to answer any questions they may have. Have a property description sheet ready for me so that they can take it with them if they want.

Do not give too much information about your selling situation, or discuss the price at all. Do not negotiate pricing or terms of sale verbally. This should only be done in writing during purchasing agreement negotiations. If you reveal those pieces of information early on, it will be disadvantageous to you during negotiations. Be aware that some buyers look at FSBO properties because they think they can have more power during negotiations.

PRE-QUALIFY BUYERS FOR SHOWINGS

Make sure anyone coming to view your home could actually qualify for buying your home, otherwise, it's a waste of your time. It is common to ask them to provide their pre-approval by a reputable lender prior to showing.

SHOWING

Checklist

SHOWING IN 10 MINUTES

- | | |
|---|---|
| ☐ Secure your pets or bring them along | ☐ Open curtains and turn on all lights |
| ☐ Verify that all towels have been collected | ☐ Remove all clutter |
| ☐ Make your beds | ☐ Be sure to close toilet seats |
| ☐ Wipe down all counters | ☐ Put everything in a basket & put it in your car. |

SHOWING IN 30 MINUTES

- | | |
|---|---|
| ☐ Secure your pets or bring them along | ☐ Remove all clutter |
| ☐ Verify that all towels have been collected | ☐ Be sure to close toilet seats |
| ☐ Wipe down all counters | ☐ Sweep & mop all hard-surfaced floors |
| ☐ Make your beds. | ☐ Vacuum all carpets |
| ☐ Open curtains and turn on all lights | ☐ Clear out the kitchen sink |
| ☐ Put everything in a basket & put it in your car. | ☐ Make sure your home smells fresh |

SHOWING IN 1 HOUR

- | | |
|---|--|
| ☐ Open curtains and turn on all lights | ☐ Sweep front door and shake out the doormat |
| ☐ Sweep & mop all hard-surfaced floors | ☐ Remove everything from the kitchen sink |
| ☐ Make your beds. | ☐ Take out all garbage |
| ☐ Clean and wipe down toilets | ☐ Confirm that all towels have been collected |
| ☐ Vacuum all carpets | ☐ Clean all of the counters |
| ☐ Put everything in a basket & put it in your car. | ☐ Make sure your home smells fresh |
| | ☐ Clean all glass and mirror surfaces |



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OPEN HOUSE CHECKLIST

BEFORE THE OPEN HOUSE

- ☐ Do a deep cleaning the day before the open house
- ☐ Make sure all closets are clean and organized - create space
- ☐ Organize all toys and store them away
- ☐ Hide all pet beds, toys, and food bowls
- ☐ Make sure the home smells fresh and clean
- ☐ Remove clutter from all surfaces
- ☐ Replace burned-out light bulbs
- ☐ Remove excess furniture
- ☐ Organize all drawers, closets, & storage spaces have been organized & cleared
- ☐ Ensure all repairs have been made
- ☐ Schedule a place for pets to be away during the open house
- ☐ Freshen up the lawn, landscaping, and yard
- ☐ Put out a fresh new welcome mat
- ☐ Place fresh flowers in a pot by the front door

THE DAY OF THE OPEN HOUSE

- ☐ Do a final dusting, sweeping, mopping, & vacuum before the open house
- ☐ Take out all trash
- ☐ Turn on all lights
- ☐ Open all blinds and curtains
- ☐ Make sure the thermostat is set appropriately
- ☐ Turn on ceiling fans
- ☐ Make sure the kitchen sink is clean and empty
- ☐ Put fresh flowers on the kitchen table or island
- ☐ Clear out & organize the refrigerator
- ☐ Make all beds
- ☐ Clean showers - remove personal items from counters and shower
- ☐ Make sure bathrooms are deeply cleaned
- ☐ Close all toilet lids in bathrooms
- ☐ Take pets with you
- ☐ Play light music
- ☐ Make sure all valuables and prescriptions are kept in a safe or hidden away
- ☐ Ensure walkways to home are clear
- ☐ Move cars from driveway

BEFORE CLOSING

- ☐ Gather all closing documents
- ☐ Transfer utilities
- ☐ Gather all manuals, warranties, or other documents for new buyers
- ☐ Gather all keys and remotes and leave them in the kitchen drawer
- ☐ Close any open valves
- ☐ Cancel current home insurance
- ☐ Removed all personal items from every room, closet, and drawer
- ☐ Shut off all lights and switches
- ☐ Deep clean the house once it has been cleared out
- ☐ Close all curtains and lock all doors and windows
- ☐ Unplug everything
- ☐ Notify others of your move - *see notification checklist
- ☐ Pack a bag for everyone with moving day essentials

ON CLOSING DAY

BRING THE FOLLOWING ITEMS TO CLOSING:

- ☐ Photo ID
- ☐ House keys and codes to the home
- ☐ Receipts for any repairs made at inspections
- ☐ Any payments needing to be made at closing
- ☐ Your home's deed

AFTER CLOSING

- ☐ Make sure all utilities have been transferred to new owners
- ☐ Make copies of all closing documents and store them in a safe place
- ☐ Start moving into your new home
- ☐ Meet your new neighbors

**Open House Van Full
of Directional Signs**



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MOVING CHECKLIST

☐ CHANGE OF ADDRESS

- ☐ US Postal Service
- ☐ Driver's License
- ☐ IRS
- ☐ Social Security
- ☐ Voter Registration
- ☐ Insurance
- ☐ Doctors
- ☐ Banks
- ☐ Friends & Family

☐ MOVING KIT

- ☐ First Aid Kit
- ☐ Prescription Drugs
- ☐ Credit Cards
- ☐ Phone & Device Chargers
- ☐ Important Documents
- ☐ Snacks
- ☐ Kids Blankets
- ☐ Change of Clothes
- ☐ Toiletries

☐ SERVICES TO TRANSFER

- ☐ Water
- ☐ Electric
- ☐ Gas
- ☐ Cable
- ☐ Internet
- ☐ Trash
- ☐ Cell Phone

☐ MOVING DAY CHECKLIST

- ☐ Get Coffee
- ☐ Put "Moving Kit" in a safe place
- ☐ Pack Last Minute Items
- ☐ Protect Floors & Carpets
- ☐ Do a Quick Clean of the new house
- ☐ Put Up Curtains/Blinds
- ☐ Direct Movers, but stay out of the way

☐ IMPORTANT THINGS

- ☐ Personal & Financial Documents
- ☐ School Registration/Transfer
- ☐ Keep Keys Somewhere Safe & Accessible
- ☐ Keep Folder with Warranties & Manuals
- ☐ Plan Meals for Moving Week
- ☐ Save Receipts for Moving Expenses

☐ PACKING & STORAGE

- ☐ Purge Unused Items
- ☐ Pack Rarely Used Items First
- ☐ Reserve Storage Unit If Needed
- ☐ Schedule Movers
- ☐ Label Boxes According to Room
- ☐ Assign Rooms on Floor Plan for Movers



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NOTIFY OF UPCOMING MOVE

UTILITIES & HOME SERVICES

- ☐ Gas
- ☐ Water
- ☐ Electric
- ☐ Telephone
- ☐ Cable
- ☐ Internet
- ☐ Garbage and recycling
- ☐ Home security

PUBLIC OFFICES

- ☐ Post office
- ☐ Internal Revenue Service (IRS)
- ☐ Social Security Administration
- ☐ Medicare
- ☐ DMV
- ☐ Voter registration

FINANCIAL SERVICES

- ☐ Banks and credit unions
- ☐ Credit card agencies
- ☐ Automobile loan companies
- ☐ Student loan companies
- ☐ Pension plan & 401(k) companies

PROFESSIONAL SERVICES

- ☐ Doctor
- ☐ Optometrist
- ☐ Pharmacist
- ☐ Attorney
- ☐ Accountant
- ☐ Insurance agent
- ☐ Dentist
- ☐ Veterinarian

COMMUNITY

- ☐ Employers
- ☐ Schools
- ☐ Childcare providers
- ☐ Spiritual institutions
- ☐ Health club
- ☐ Country club
- ☐ Charitable organizations
- ☐ Alumni organizations

RESIDENTIAL SERVICES

- ☐ Maid/house cleaner
- ☐ Lawn and garden
- ☐ Pest control

COMMERCIAL SERVICES

- ☐ Grocery memberships
- ☐ Catalogs and newsletters
- ☐ Online retailers

ESSENTIALS

- ☐ Family
- ☐ Friends

ADDITIONALS

- ☐ _____
- ☐ _____
- ☐ _____
- ☐ _____
- ☐ _____
- ☐ _____
- ☐ _____
- ☐ _____

What My Clients Are Saying

We can't say enough good things about Dan. As first time buyers, we really needed someone who could walk us through the process. Dan was patient, funny, knowledgeable, and a great negotiator. We ended up in our DREAM HOME that had 15 other offers. Dan has become more like family to us after the process. I will always refer friends to him, if they want someone who is not only professional and smart, but also down to earth and an all around good person. Thank you Dan, for everything!

Christina W.

The first time I met Dan, he did one thing that most realtors don't do, which is listen. He heard what I was saying and understood my needs. We listed our home with Dan and it sold in four days. He explained every step of the process and gave us suggestions on how to stage the house for pictures. He was very helpful and communicates everything, which helped me develop trust for him. Our sale went sour because of issues with the buyers agent, but Dan remained professional throughout the ordeal. There was even a time that I had a mini meltdown and Dan met me in person to talk me through it. He reminded me of what I wanted out of this sale in the first place and helped me stay on track. Our 30 day escrow turned into over 45 days by no fault of his, but he remained in communication with me every day and I always knew what was happening even if it wasn't what I wanted to hear. We trusted him to take care of our financial future and it turned out great for us. Dan is a great salesman because he loves people and sincerely cares about his clients wellbeing. He's trustworthy and personable and we are so glad we hired him. We will be buying a new home with Dan as well and are looking forward to that adventure!

Alicia S.



What My Clients Are Saying

We met Dan at one of his open houses and had a brief conversation with him. At the time, we had a realtor, so we left saying that seems like a good realtor. Two weeks later, we ran into him again and had a more depth conversation. We came home and had a discussion and we decided to give Dan a chance to help us find our home. From that point forward, anything that would hit the market that matched our criteria, he made sure we knew about it immediately. He accommodated our schedules and never once complained that we were too particular or demanding. He showed my husband multiple homes throughout the week and then would spend his weekends showing me homes. He was always early to our appointments and very patient with us. On very property he would give us the pros and cons and even had to talk us out of a couple. He found us the perfect home and sold our condominium with a simultaneous smooth escrow. We were out of the country the last week of escrows and he made sure everything flowed flawless in our absence. Dan went above and beyond to help us find our beautiful home and ease the stress of selling and buying at the same time all while taking a vacation. We would recommend Dan McWhorter to anyone who wants a realtor who takes them seriously, cares that you, the client, gets exactly the home you are looking for rather than quickly trying to "sell" you for a commission and move on and will work hard to make sure that you not only find a house, but your home.

Marisol N.

I meet Dan at an open house and we talked for a bit. He said give me chance and I will find a house that fits your needs. The house I just purchased I do not believe would have been possible, if it was not for Dan getting me into to see the house, on the same day it came on the market. Honest, knowledgeable and has great follow thru when you need it most! He is also just a great guy!! Thanks for fighting for me Dan!!

Kevin O.



THIS CERTIFICATE IS GOOD FOR ONE *Free*
MARKET EVALUATION OF YOUR HOME

Dan will provide you with a complete computer analysis of all the recent sales activity in your area. This will give you the latest up to date information, so you can make an informed decision when selling your home.

CALL **Dan McWhorter** TODAY!



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Free Moving Boxes For My Clients!



As soon as escrow is opened, Dan will order moving boxes and have them shipped right to your front door at **NO COST TO YOU!**

Not only will you receive enough boxes for your move, Dan will also include wrapping paper, tape rolls, tape dispenser, box /paper cutters, and markers!

DAN MCWHORTER CLIENT LOANER PROGRAM



NOW AVAILABLE

Free Appliance Dolly, Hand Truck Dolly & Furniture Moving Dolly Loaners For My Clients!



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Common Questions

Q: How Long Will It Take to Sell My Home?

A: While every home is unique, we will strategize to get you the best outcome in the fastest time.

Q: How Will We Communicate?

A: Communication is crucial. You can expect regular updates via your preferred method, whether that is by phone, email or in-person meetings. I would normally call every Monday.

I am available to you 7 days a week and encourage you to reach out to me anytime you have questions or need anything at all.

Q: Should I Stage My Home, And If So, How?

A: Staging boosts your home's appeal. I offer expert advice on furniture arrangement and rental suggestions if needed for vacant homes.

Q: HOW DO YOU HANDLE OPEN HOUSES?

A: Open houses enhance visibility. I'll showcase your home, provide brochures, and gather visitor feedback.

Q: HOW CAN I BEST PREPARE MY HOME FOR SHOWINGS?

A: First impressions matter. I'll provide tips on decluttering, cleaning, and minor touch - ups to make your home stand out to potential buyers.



Why Choose Dan?

I'll Give You 5 Reasons

1.) LOCAL MARKET EXPERTISE

With Dan's extensive knowledge of the area's real estate trends and nuances, I ensure that you secure the most advantageous deal, whether you're in the market to buy or sell.

2.) DEDICATED SERVICE

I provide personalized attention to every client, ensuring your real estate goals are met with the utmost dedication and care.

3.) TECHNOLOGY AND TOOLS

Utilizing the latest technology and digital marketing tools, I ensure your listing reaches a wide audience and stands out in the market.

4.) PROFESSIONAL NETWORK

My access to a wide network of industry professionals, from home inspectors to staging experts, ensures every aspect of your sale is handled expertly.

5.) STRESS-FREE EXPERIENCE

I handle all the complexities of the selling process, from paperwork to negotiations, providing a seamless and stress-free experience for you.



PREP YOUR HOME

for photography

GENERAL

- ☐ Remove all excess items to create more space.
- ☐ Declutter and deep clean
- ☐ Remove all children and pet toys
- ☐ Remove pet bowls, crates, etc.
- ☐ Open curtains and turn lights on
- ☐ Replace all burned out lightbulbs
- ☐ Hide unattractive views with semi-sheer curtains
- ☐ Turn all fans off
- ☐ Remove all family photographs
- ☐ Remove signs of political or religious preferences
- ☐ Remove any newspapers magazines or mail

BEDROOMS

- ☐ Clear clutter and deep clean
- ☐ Make all beds
- ☐ Remove all personal items
- ☐ Tidy up toys clothes and valuables
- ☐ Create space in closets by removing extra clothing
- ☐ Replace toilet paper with fresh rolls

BATHROOMS

- ☐ Leave toilet seat down
- ☐ Clear all clutter off countertop
- ☐ Remove all rugs/bathmats
- ☐ Remove soap and shampoo containers
- ☐ Remove dirty towels
- ☐ Arrange fresh accent towels
- ☐ Place a small fresh plant out for decoration

KITCHEN

- ☐ Remove small appliances from counters
- ☐ Remove all dishtowels and rugs
- ☐ Place fresh flowers or fruit bowl on the counter for decoration
- ☐ Remove magnets from the refrigerator
- ☐ Ensure that all visible areas are freshly cleaned
- ☐ Store garbage can out of sight
- ☐ Replace paper towel with fresh rolls

LIVING ROOM

- ☐ Turn off the TV and hide remotes
- ☐ Place pillows and throw blankets accordingly
- ☐ Declutter coffee tables and shelves

DINING ROOM

- ☐ Declutter all areas
- ☐ Place a simple centerpiece on the table
- ☐ Ensure that chairs are neatly arranged

EXTERIOR

- ☐ Place garbage bins in the garage
- ☐ Ensure hoses are tidy
- ☐ Uncover and clean barbeques
- ☐ Close garage door
- ☐ Ensure landscaping is freshly manicured
- ☐ Place a fresh wreath and doormat at the entrance to the home



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