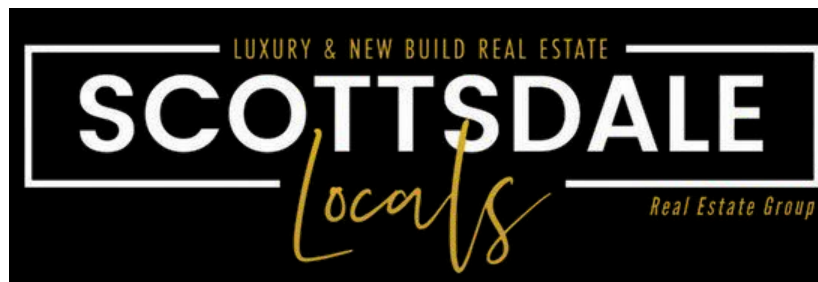


# THE ULTIMATE

# HOME SELLER'S CHECKLIST



*We simplify the home selling experience.*





# DEAR SCOTTSDALE SELLER,

Are you considering selling your home but you're not sure where to start? Does the thought of listing your home and getting it showing-ready stress you out?

My name is Deanna Peters, and I'm committed to making sure that your home selling experience is as painless and stress-free as possible. My team and I have been helping homeowners sell their homes quickly, easily, and at the highest price possible.

The following guide contains important information you will need to gather prior to listing your home for sale.

Use the Ultimate Seller Checklist as a guideline to help you get your home listed quickly and effortlessly.

We will get TOP DOLLAR for your Home! If you have any questions, feel free to ask. I'm here to help.

Sincerely,

*Deanna Peters*

REALTOR, Scottsdale Locals Real Estate Group at Home Smart  
480-250-5675

LUXURY & NEW BUILD REAL ESTATE

**SCOTTSDALE**

*Locals*

Real Estate Group

# YOUR HOME OPERATING COSTS

*Approximate Monthly Cost*

Water: \_\_\_\_\_ Landscaping: \_\_\_\_\_

Electricity: \_\_\_\_\_ HOA: \_\_\_\_\_

Gas: \_\_\_\_\_

Property Taxes: \_\_\_\_\_

## HOME INFORMATION

Age of Home: \_\_\_\_\_

Age of Roof: \_\_\_\_\_

Age of Air Conditioning: \_\_\_\_\_

Age of Windows: \_\_\_\_\_

Others: \_\_\_\_\_

## NOTES/COMMENTS

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## ADDITIONAL DOCUMENTS *(If Available)*

- Receipts for all major improvements to the property
- Floor Plan
- Past Appraisals
- Home Inspection Report
- Building Plans/Permits

## KEYS

Please provide two sets of keys on our next visit.

- Front Door Key
- Garage Door Keys (If not Accessible from Interior)
- Keys to Outdoor Shed

# HOME IMPROVEMENTS

Please list improvements made to your home, the approximate year, and the cost.

IMPROVEMENT	YEAR	COST

## NOTES:

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# STAGING YOUR HOME



It's a proven fact that a staged home appeals to more buyers, spends less time on the market, and sells for more money, than if it were not staged.

How a home looks and feels affects a Buyer's perception of how much it's worth.

Staging adds visual appeal, warmth, and beauty to your home by optimizing the use, look, and feel of your home.

I will personally walk through every room of your home and make recommendations on how your property can shine to buyers. My team and I can suggest professionals such as window washers, decluttering companies, housekeepers, carpet cleaners, etc. Upon your request we'll schedule and oversee all the work, to assure the highest standards.



# WHOLE HOME CONSIDERATIONS

## TOUCH UP WALLS WITH FRESH, NEUTRAL PAINT

A fresh coat of paint is one of the most cost-effective ways to update your home. Bold colors may not appeal to buyers, so now's the time to re-paint that red accent wall and old bathroom paint.



### PRO TIP:

**LIGHT COLORS** make small rooms appear bigger and use accent colors cautiously.

According to the new survey conducted by the National Association of Realtors, homeowners remain the most hesitant about bold colors such as orange being too loud, red being too overpowering, and green being too institutional.

However, 60% of the respondents say that they are most likely to use shades of blue in decorating. In general, the surveyors prefer neutral interior walls and pops of color through different accessories, decorations, and furnishings.

## WALLS AND CEILINGS

- Clear of dirt, fingerprints, and water damage stains
  - Cracks, chips, and holes repaired
  - Neutral, light color
-

## STAGE EVERY ROOM FOR ITS INTENDED PURPOSE

If you've converted the spare bedroom into a den, or the den into an exercise room, make the effort to convert those rooms to the way that most people use them. You want buyers to easily visualize how they'd live in your home and its rooms in the way they would use them.

## MINIMIZE FAMILY PHOTOS, RELIGIOUS ARTIFACTS, AND PERSONAL MEMENTOS

Indeed, these are the exact things that make your home feel like home - but that's precisely why you need to thin them out. You want to create an objective space - a blank canvas, so to speak - for potential buyers. Take down your wedding photos and your shot glass collection - they'll soon have a new home anyway.

Descent smell out of your home. Most homes have a smell. You may be desensitized to your own home's scent because you're used to it, but a buyer will sense it as soon as they walk through the door.

Give pets a good wash and commit to not cooking fish or strong spices for the time your home is listed for sale. Buy a few plug-in air fresheners and don't ever smoke in your house. If you do smoke outside, hide the evidence.

## CLOSETS AND STORAGE AREAS

Unfortunately, cramming everything you don't want to be seen into your closets won't fly. Buyers will open doors and look in your cupboards and assume that a cramped closet equals insufficient storage in your home. Minimize the belongings you don't need and neatly organize what you do.



- Clean and well organized
- Clutter and excess junk removed
- Clothes neatly hung
- Shoes and boots neatly stored



# DAILY UPKEEP INSIDE YOUR HOME

It isn't enough to just have a clean and shiny home the day you go on the market. You never know when a buyer may turn up for a viewing, so you need to have it looking its best every day. Ensure your home is always showing - ready to make the most of every opportunity and get the highest possible price for your home.

## KITCHEN

The kitchen is one of the rooms Buyers are most attracted to, so give extra love to this space.

- Remove as many small appliances as possible. You want the customers to be as clear as possible
- Clear refrigerator of magnets, photos, and reminders
- Ensure every surface is sparkling clean
- Organize countertops, removing as many items as possible from view
- Discard spoiled food
- Clean stovetop
- Clean sinks
- Ensure refrigerator is organized and dishwasher are stain free





## BATHROOMS/POWDER ROOM

- Ensure every surface is sparkling clean
- Organize countertops - free of clutter
- Ensure sinks are spotlessly clean
- Clean tub and shower surfaces
- Hang towels neatly
- Ensure the toilet is extra clean and working properly
- Empty bathroom garbage regularly
- Clean mirror regularly

## LIVING ROOM

- Put away toys. Toys should be put away when not in use. Don't hide the fact that you have children and/or pets, this may be a commonality between you and your potential buyer. Ensure everything has its own designated place and looks organized.
- Clean the fireplace
- Neatly stack logs
- Tuck TV and electronic wires neatly
- Declutter and organize items neatly



## FLOORING (HARDWOOD, TILE, CARPETING, AREA RUGS, ETC.)

- Clean any stains
- Repair excessive wear or damage
- Fix damaged tiles and grout

## WINDOWS

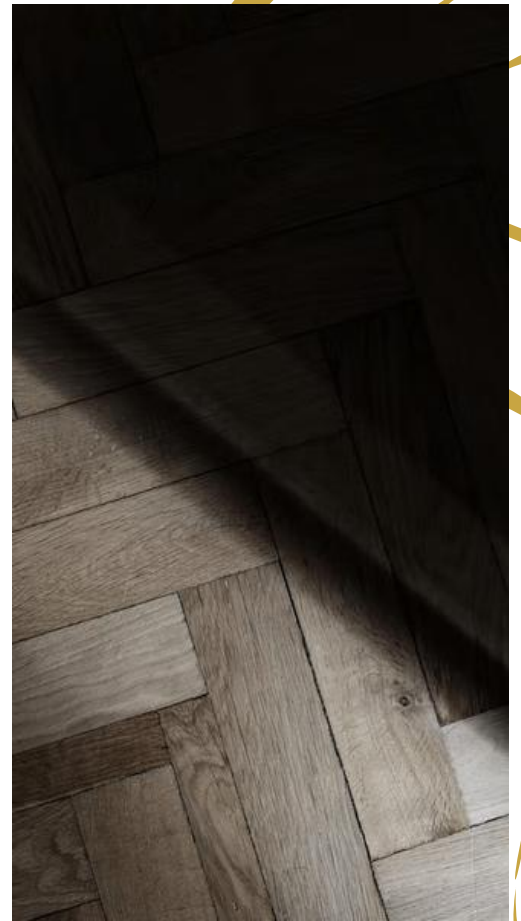
- Professionally clear
- Fix broken cracks or replace the glass
- Repair damaged screens

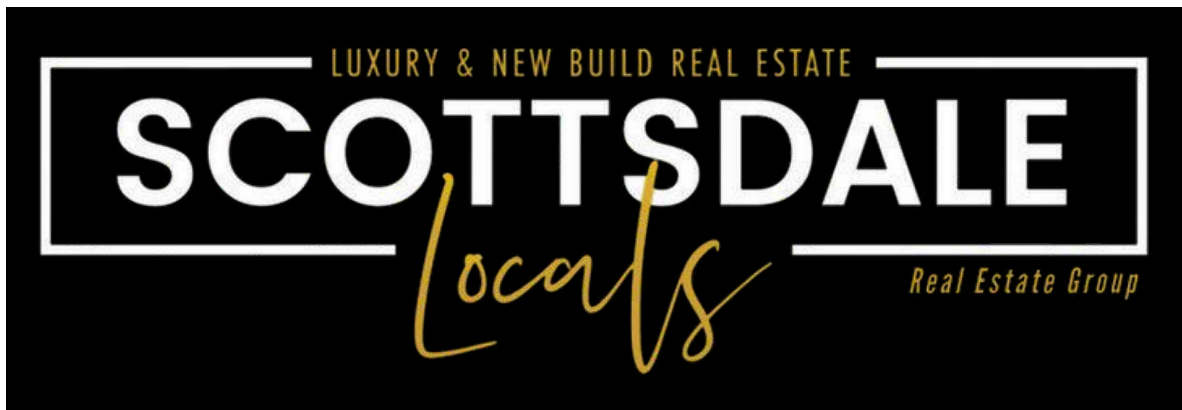
## BEDROOMS

- Remove valuables from sight
- Make the beds
- Ensure furniture is clean and in good repair
- Vacuum thoroughly
- Make sure the mirrors are sparkling
- Declutter closets

## OUTSIDE YOUR HOME

- Organize front entry
- Clean furniture
- Clean driveway
- Ensure fences/decks are in good conditions
- Make sure walkways are in good repair
- Mow the lawn
- Repair any damaged/dead grass





*Deanna Peters*

REALTOR, Scottsdale Locals Real Estate Group at  
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Deanna Peters

**REALTOR**  
Scottsdale Locals Real Estate Group  
At HomeSmart

The professionals at Scottsdale Locals are available to help with all of your real estate needs and questions. We offer complimentary consultations and property valuations throughout Scottsdale. Whatever questions come up or information you need – consider us first as your #1 resource for residential real estate.

Our founder, Deanna Peters, has lived in Arizona for over 40 years and has a strong track record as a REALTOR. Her extensive legal background from owning a successful paralegal business makes her an expert at contracts and protecting her clients throughout the real estate transaction. As a former divorce mediator, she excels in diplomatic negotiations and is solutions oriented, quickly resolving issues in the best interests of her clients.

Scottsdale Locals is always on the cutting edge of technology and providing outstanding representation to its clients. Our creative ideas have helped many clients where others have failed.

Let us know when we can be of assistance to you.

Text 480-250-5675 to subscribe to our monthly newsletter. For up-to-date information and to read my monthly blog on the market, visit our website: [DeannaPeters.com/blog](http://DeannaPeters.com/blog)



[ScottsdaleLocals.RealEstate](http://ScottsdaleLocals.RealEstate)



[DeannaPeters.com/blog](http://DeannaPeters.com/blog)



## CHECK OUT OUR FIVE-STAR REVIEWS ON GOOGLE



**Steve Baum - June 10, 2022**

"As a lawyer, I have spent over 40 years buying and selling real estate, personally and professionally. Dealing with scores of real estate agents and brokers throughout my career. Deanna Peters is a top flight. She's smart, experienced, knowledgeable, resourceful, hard-working, and responsive. With her suggestions for preparing our house for sale and her recommendations for service providers to do the work, the place positively popped in no time for nominal cost. With her marketing skills, we had the ideal buyer before the ink was dry on the MLS listing (whose offer we ultimately accepted but only after the price was increased at her insistence). And with her adroit handling of inevitable blips that arose along the way, selling our house was a walk in the park. Anyone intending to buy or sell residential real property may confidently place their trust in Deanna Peters."



**Charles Hawkins**

"If you want someone to help guide you through the process of buying or selling a home, then Deanna Peters should be the logical choice as your navigator. She is a total professional when it comes to her business. Deanna is always available and ready to help. There was never a time I could not reach her when I had questions or needed guidance. The quality I admire most about her is she does what she says she will do! And her advice is filled with much wisdom. Deanna Peters has all of the qualities I look for in a business relationship and have no problem in recommending her to anyone."



**Linley Salamanca**

"Working with Deanna as a special real estate commissioner through the court was such a great experience. Deanna was such a thorough and helpful realtor, and I appreciate all of the help and effort that she put into selling a condo for me. She went above and beyond making sure that everything was always taken care of and made sure to communicate everything that was going on each day with both myself and my ex husband. During a tough time, she was extremely helpful to us both and I am very grateful for her."



**Boris the Tortoise**

"When Deanna sold my family's home, they relocated out of state but Scottsdale is my home and I have a great space here. While I was happy for my family, I wanted to stay in Arizona, so Deanna made arrangements for the new owners to adopt me "

