How to prepare for a

First American Home Warranty

VIRTUAL TOUR

Optimize your home's potential

Learn about the benefits of a home warranty

Stand out in the marketplace







Clean/wash

- □ Sidings
- □ Windows
- ☐ Screens
- ☐ Outdoor BBQ
- ☐ A/C unit
- ☐ Pool/spa
- ☐ Clean around service areas/trash cans
- ☐ Polish door hardware
- ☐ Clean oil stains from driveway/street

Landscape

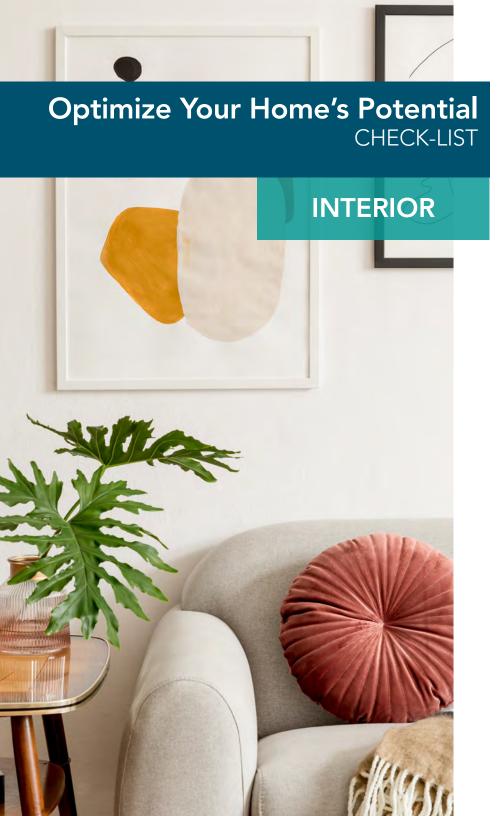
- ☐ Adjust any sprinklers; repair any broken/leaky heads
- ☐ Straighten woodpile
- \square Mow/edge lawn regularly
- \square Aerate/feed lawn
- \square Seed bare spots in lawn
- ☐ Water lawn regularly
- ☐ Replace dead plants
- ☐ Haul away garbage
- ☐ Clean up pet droppings
- ☐ Prune overgrown shrubs
- ☐ Prune or remove greenery blocking view from windows (unless view is undesirable)
- \square Stake sagging trees/shrubs
- ☐ Weed flower beds
- ☐ Trim around base of trees/walls/fences
- ☐ Install fences or shrubs to hide any unsightly views

Replace, repair and/or paint/varnish any damaged

- □ Plaster
- □ Wood siding
- ☐ Trim
- ☐ Rain gutters
- ☐ Shutters
- ☐ Window frames
- □ Hardware
- ☐ Outdoor lighting
- ☐ Glazing
- ☐ Screens
- □ Doors
- ☐ Doorbell/knocker
- ☐ Fences/gates
- ☐ Walls
- ☐ Gazebos
- □ Fountains
- ☐ Trellises
- ☐ Planters
- ☐ Broken stepping stones
- ☐ Street numbers on house
- ☐ Patch/reseal driveway

Check/replace light bulbs

- ☐ Porch lights
- ☐ Carport
- ☐ Garage



Thoroughly clean around Doors	Bathro Keep
☐ Windows	□ Shin
☐ Light switches	□ Emp
☐ Baseboards	☐ Clea
☐ Chair rails	☐ Lubr
All Rooms	□ Rem & m
☐ Remove or pull back dark curtains	□ Rem
☐ Wash lace curtains and	□ Repl
have draperies cleaned if	☐ Clea
necessary	☐ Be s
Lubricate window slides (soap for wood silicon or a candle	☐ Be s

stump for metal)

☐ Make sure doors open

☐ Check for cobwebs

☐ Replace worn flooring

☐ Replace worn carpet

☐ Empty wastebaskets

☐ Repair leaky faucets

☐ Make the beds

☐ Fluff the pillows

☐ Use area rugs if needed

☐ Clean ceiling light fixtures

☐ Fix scratches on wooden floors

smoothly

ooms them spotlessly clean e mirrors oty wastebaskets an shower door ricate sliding shower door nove soap residue, mildew ove stains from sink. & toilet lace old shower curtains an tile grout sure toilet flushes properly sure septic tank is odor free ☐ Clean/repair exhaust fan/heater Kitchen ☐ Remove dishes & food from sight ☐ Clean appliances ☐ Clean light fixtures ☐ Clean range hood & light bulbs ☐ Clean behind appliances ☐ Keep floor clean ☐ Be sure outlets work ☐ Eliminate cooking odors ☐ Deodorize garbage disposal,

dishwasher & refrigerator

☐ Put fresh shelf paper in

☐ Organize cupboards
☐ Clean out under the sink

☐ Repair faucets

cabinets

Optimize Your Home's Potential CHECK-LIST



Closets

- ☐ Keep closets free of clutter
- ☐ Pack away nonessentials
- \square Adjust/repair sliding doors
- \square Lubricate sliding door hardware
- ☐ Paint, if needed

Basement

- ☐ Eliminate any signs of dampness
- \square Check for and eliminate cracks
- \square Heating/Air Conditioning Unit
- □ Vacuum
- ☐ Replace filter
- ☐ Clean intake vent

Laundry Area

- ☐ Clean behind washer/dryer
- ☐ Eliminate any mildew odors

Garage/Carport/Shed

- ☐ Keep area clean & uncluttered
- ☐ Hang up/put away tools
- ☐ Clear away any cobwebs
- ☐ Remove oil/paint stains from floor
- ☐ Adjust tension rod on overhead garage door
- ☐ Lubricate/repair garage door opener unit
- ☐ Paint if needed

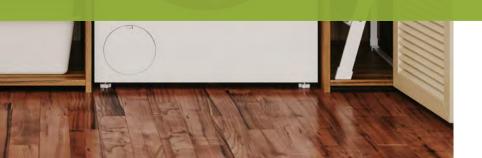


To help you with your checklists be sure to stock your toolbox with all of the essentials:

- Adjustable crescent wrench
- Adjustable pliers with locking mechanism
- Claw hammer
- Flat-head screwdriver
- Handheld level

- Heavy-duty flashlight and extra batteries
- Heavy-duty scissors
- Outdoor electrical extension cord (minimum 25 feet)
- Phillips-head screwdriver
- Power drill and drill bits

- Putty knife
- Safety goggles
- Tape measure (minimum 12 feet)
- Work gloves
- Utility knife





Take a rational look at the market.

Smart home sellers recognize that cautious buyers are looking at more homes; therefore, sellers have to be more competitive, flexible, aggressive, and do a better job of merchandising to generate offers.

Atmosphere. Create a warm and welcoming feel in the home. Make sure the temperature in your home is comfortable; keep it cooler in the summer and warmer in the winter - a nice fire in the fireplace will make your home seem cozy.

some things to consider when a home is not selling...

Rethink your marketing plan.

There are a number of actions to consider to beat out the competition. Talk with your real estate professional; put together an aggressive program and then act on it.

Get current comparable sales in your area. Check out the homes that are selling. Your home must be priced to meet today's market or all the other elements of your new plan won't make much difference.

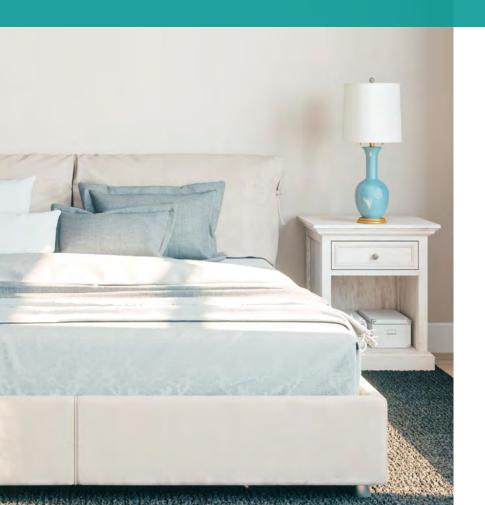
Merchandising. Are you offering a First American home warranty? A home warranty covers many of the home's major systems and appliances that can fail during the buyer's first year of ownership. Today's buyers are picky, give them something extra and grab their attention.

Clean everything! Cleanliness signals to the buyer that the home has been well cared for and most likely in good condition. A well presented home is extremely important. Use the checklist to make sure nothing is overlooked.

Let the light in. Raise the shades. Open the blinds. Pull back the curtains. Put brighter bulbs in all the lamps (but not bright enough to cause a glare). Bright rooms feel larger and more inviting.

Let fresh air in. People are most often offended by odors from tobacco, pets, cooking, and musty or sour laundry. Smells that attract positive attention include fresh baked bread and cinnamon. Fresh flowers can work wonders.

Send the pets away or secure them away from the house. You never want a prospective buyer to have to avoid animal droppings, be annoyed, intimidated or even allergic.



What are the benefits of a **HOME WARRANTY?**

Sellers offering a home warranty as an additional feature can get a competitive edge over other homes on the market. Buyers can have more confidence in purchasing a home and get a little peace of mind knowing they have the protection of a home warranty from First American.

A First American home warranty can:

- Enhance the value of the home during the listing period
- Reduce after-sale liability for the buyer, seller and broker
- Lessen the risk of delays during the sale of a home
- Protect the homeowner from paying thousands of dollars on unexpected repairs or replacements on the home's covered major systems and appliances

Why choose First American

Smart.

Home warranty solutions backed by an industry leader

Simple.

When breakdowns occur, simply call or go online 24/7 to request service

Affordable.

A variety of plans and upgrade options to fit your budget



www.fahw.com Phone Orders: 800.444.9030 | Service: 800.992.3400

See contract for details of coverage.

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