

How to prepare for a
VIRTUAL TOUR



First American
*Home Warranty*SM

Optimize your home's potential
Learn about the benefits of a home warranty
Stand out in the marketplace



Optimize Your Home's Potential

CHECK-LIST

EXTERIOR

Clean/wash

- Siding
- 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
- Mow/edge lawn regularly
- Aerate/feed lawn
- 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)
- 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

Optimize Your Home's Potential

CHECK-LIST

INTERIOR

Thoroughly clean around

- Doors
- Windows
- Light switches
- Baseboards
- Chair rails

All Rooms

- Remove or pull back dark curtains
- Wash lace curtains and have draperies cleaned if necessary
- Lubricate window slides (soap for wood silicon or a candle stump for metal)
- Make sure doors open smoothly
- Clean ceiling light fixtures
- Check for cobwebs
- Fix scratches on wooden floors
- Replace worn flooring
- Replace worn carpet
- Use area rugs if needed
- Empty wastebaskets
- Make the beds
- Fluff the pillows
- Repair leaky faucets

Bathrooms

Keep them spotlessly clean

- Shine mirrors
- Empty wastebaskets
- Clean shower door
- Lubricate sliding shower door
- Remove soap residue, mildew & mold
- Remove stains from sink, tub & toilet
- Replace old shower curtains
- Clean tile grout
- Be sure toilet flushes properly
- Be 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
- Repair faucets
- Put fresh shelf paper in cabinets
- Organize cupboards
- Clean out under the sink

Optimize Your Home's Potential

CHECK-LIST

STORAGE/UTILITY

Closets

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

Basement

- Eliminate any signs of dampness
- Check for and eliminate cracks
- 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



SOME THINGS TO CONSIDER when a home is not selling...



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.

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.

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.

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



First American
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www.fahw.com

Phone Orders: 800.444.9030 | Service: 800.992.3400

See contract for details of coverage.

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