



The human side of real estate.

SALEability Checklist

The sale of your home is dependent upon four factors:

Price, Condition, Availability, and Marketing.

Accomplishing a sale at the best price,
in the shortest period of time
and with the least amount of inconvenience
can be predicted by using this check list.

**The more check marks, the better chance
you have for a sale!**

- Is your home priced using similar SOLD properties?
- Is your home competitively priced with other homes for sale in your area, current interest rates, and time of year?
- Is your time frame for selling realistic for the current market?
- Will you consider all aspects of any offers brought to you?
- Are you open to a wide variety of marketing options such as Open House, MLS and the Internet?
- Will you welcome constructive feedback of your home's marketability?
- Will you provide an accurate Disclosure of all aspects of your home's condition?
- Will your home be easily available for showings on a variety of days and times?
- Are all your mechanical systems functioning properly and routinely maintained?
- Is your home neutrally decorated, free of clutter and fresh smelling?
- Have you maintained the exterior of your home and your landscaping to maximize curb appeal?
- Are you willing to make enhancements or alterations to increase your home's appeal?