

“TO DO” LIST
(Prior to bringing your home to Market)
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- 1) Define your goals, timeline, and expectations
- 2) Collect bids and consider addressing deferred maintenance (roof, ext. paint, etc.)
- 3) Order a Sewer Lateral Inspection and be prepared to replace your sewer line. (The “sewer lateral” is the pipe that connects your home’s sewer line with the city main. It is now a “Point of Sale” Ordinance to replace this line whenever ownership is transferred.)
- 4) Install Smoke Detectors in each bedroom, a CO2 Detector on each floor of your home and strap your water heater.
- 5) Purge your home of any unnecessary or unwanted items - donate, give away, or toss!
- 6) Straighten all closets and organize your household from top to bottom.
- 7) Gather pertinent information to the sale of your home, including the permit history – itemize the work you have previously done on your home and create a list of the improvements.
- 8) Paint and touch up rooms and woodwork wherever necessary.
- 9) Replace old lighting and hardware with more contemporary pieces, if dated.
- 10) Trim Trees, pull out dead plants, repot and freshen beds.
- 11) Power wash decks, patios, and home’s exterior where needed.
- 12) Professionally wash windows inside and out, including skylights.
- 13) Inspect your home for defects that may prove stumbling blocks later on. Better that you control any such information, than your prospective Buyer!
- 14) Stage your home. Dollar for dollar, staging brings the best return on investment and makes the most impact at Open Houses and on Internet websites.
- 15) Fill out all Disclosure paperwork thoroughly, honestly and *completely*.
- 16) Finally, hire an agent you *trust* and one whom has a proven track record in your neighborhood to help guide your through these many steps; one who can act as your representative in your absence and who will lay out a road map with each stage.

Testimonial – “Julie is communicative; diligent, informed and informative, results-driven and infinitely calm & reassuring throughout the process. I found Julie to be a joy to work with!”