

# Arizona **Seller's Guide**

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Stewart Title of Phoenix  
[stewart.com/phoenix](http://stewart.com/phoenix)



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REAL ESTATE SERVICES

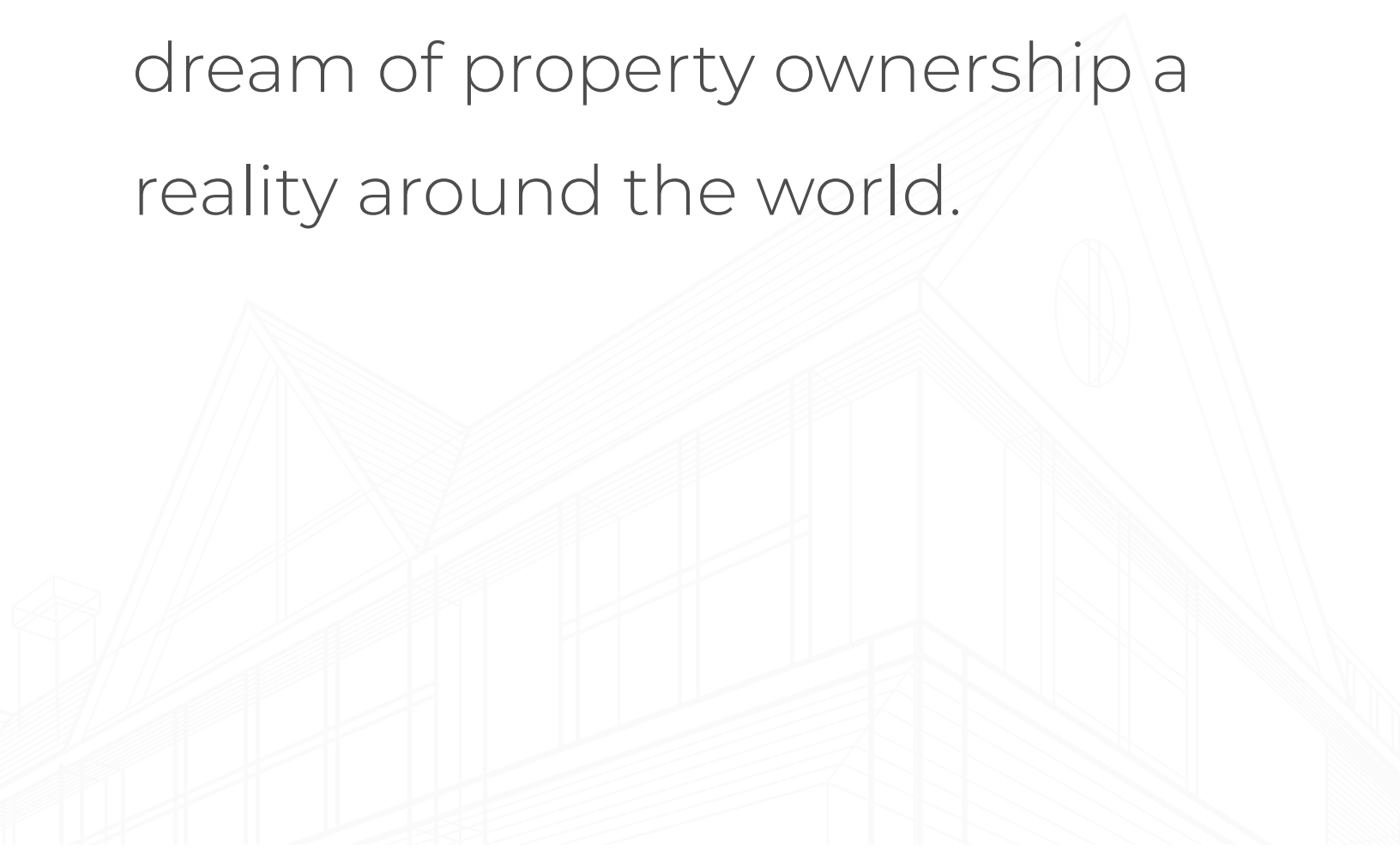
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If you are currently working with an agent, this is not meant as a solicitation. This information is deemed reliable, but not guaranteed.



Selling a home is a memorable milestone. Don't trust it to just anybody; get the help of Stewart Title. Through title insurance and a full range of closing services, we make the dream of property ownership a reality around the world.



# TABLE OF CONTENTS

## SELLING A HOME

Before You Put Your Home On The Market .....	5
Showing Your Home .....	6
15-Minute, PreShowing Checklist.....	7
Determining a Price .....	8
What the Seller Pays For .....	9
Getting an Offer.....	9
From Contract to Closing .....	10
Avoiding Closing Delays .....	11

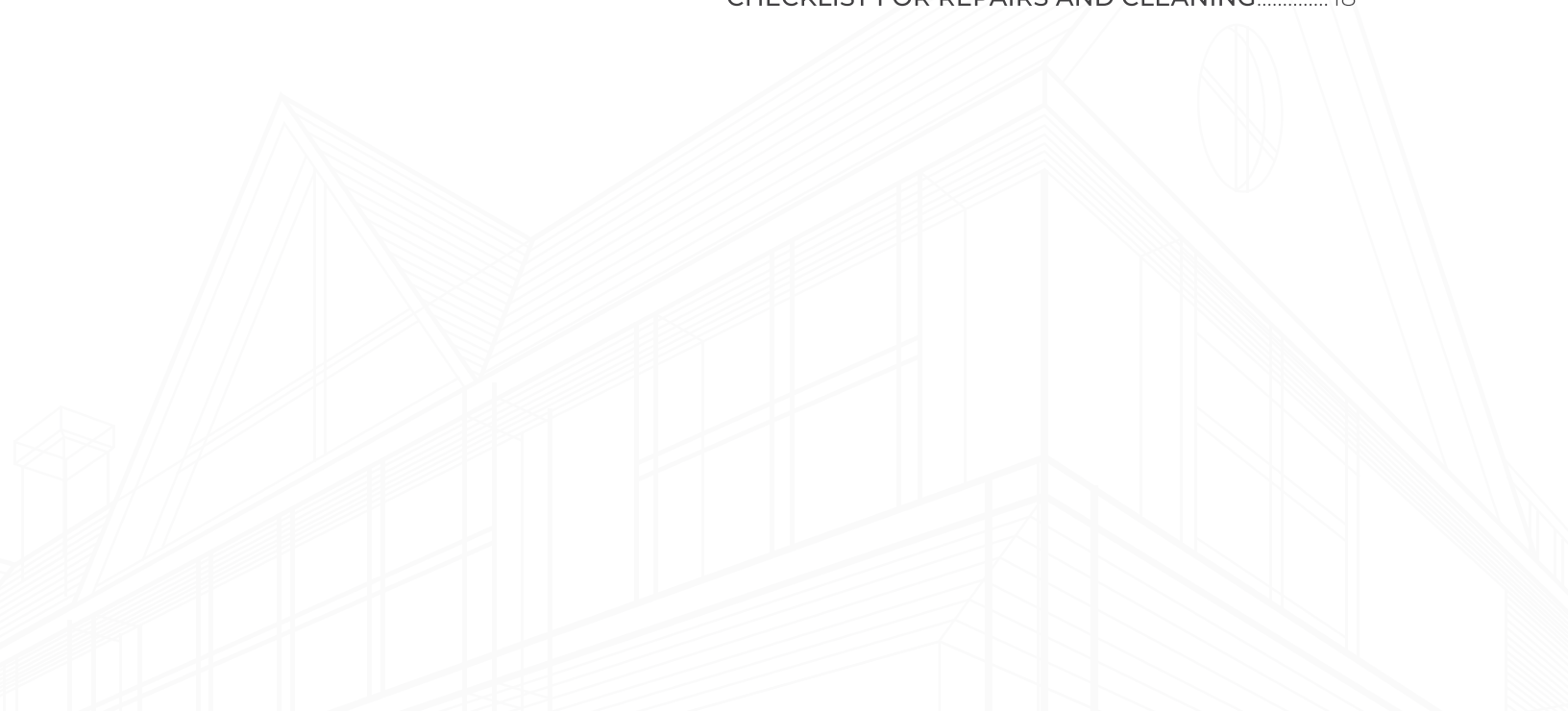
## TIPS FOR MOVING

Tips for Hiring Movers.....	12
Moving Timetable .....	13

## GLOSSARY OF REAL ESTATE TERMS.....14

## IMPORTANT CONTACT INFORMATION.....17

## CHECKLIST FOR REPAIRS AND CLEANING.....18







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## BEFORE YOU PUT YOUR HOME ON THE MARKET

Preparation makes the selling process smoother and more efficient. Just like in the buying process, a real estate agent can be a huge asset. Real estate agents can guide you on preparing your home for potential buyers, pricing your home to sell and negotiating a good deal. They can also assist with closing. Be sure to tell your agent any timing requirements you may have for selling your home, as these may affect the price you set.

### **Focus on first impressions.**

Regardless of whether you use a real estate agent, you'll want to get your home ready for prospective buyers prior to putting it on the market. Taking the following steps can mean the difference between a potential buyer going inside and driving by.

- ▶ Walk through the home and ask yourself, "Would I buy this home?"
- ▶ Try to take your feelings out of the equation and look at your home objectively.
- ▶ Make a list of things needing repairs or changes, but don't make major changes that will cost more to do than a buyer will pay.
- ▶ Prioritize the list in relation to when the house is going on the market. (Projects that require numerous resources such as contractors, remodelers, etc., should be first.)
- ▶ Prepare a timetable for repairs and changes, and stick to it.

## SHOWING YOUR HOME

Your home needs to be ready to show at all times. In addition to the steps you've already taken to get your home ready to go on the market, here are some extra tips to help ensure your home makes the best possible impression at showing:

- ▶ Keep every room clean and tidy, and make all the beds.
- ▶ Put dirty dishes in the dishwasher or wash and stack them neatly in the sink.
- ▶ Eliminate pet smells, clean carpets and drapes, empty trash often, and refrain from cooking strong-smelling foods.
- ▶ Introduce good smells such as flowers, potpourri and air fresheners. Baking a pie or cookies is another clever tactic.
- ▶ Let in light. Brightness improves a home's atmosphere.
- ▶ Make sure the temperature is comfortable.
- ▶ Set the dining room table to create a homey environment.
- ▶ Hire a cleaning service once a week to keep the house in show condition.
- ▶ Leave the house during a showing so that the buyers can feel free to ask the real estate agent candid questions.
- ▶ Turn off radios and televisions.
- ▶ Keep pets out of the way.





## 15-MINUTE, PRESHOWING CHECKLIST

When your real estate agent calls and says a potential buyer is en route, here is a quick checklist to make sure you're ready:

### Bedrooms, Living Room and Dining Areas

- ☐ Turn on lights.
- ☐ Open curtains.
- ☐ Make beds.
- ☐ Remove random items from tables and floors.

### Kitchen

- ☐ Put dirty dishes in the dishwasher.
- ☐ Empty the trash.
- ☐ Clear and wipe down counters.

### Bathrooms

- ☐ Flush toilets.
- ☐ Shine fixtures.
- ☐ Hang towels neatly.
- ☐ Empty the trash.
- ☐ Wipe counters.

### Exterior

- ☐ Close garage door.
- ☐ Pick up yard debris and trash.



# DETERMINING A PRICE

Now that your home is ready to be put on the market, it's vital that it be priced to sell at or near your asking price – and quickly. Homes should be priced at market value. A common definition of market value is “what a ready, willing buyer will pay, at a price a willing seller will accept”.

Your real estate agent will do a competitive market analysis (CMA) of your home in order to determine its market value. The CMA will compare your home to other houses in the area in terms of square footage, amenities, condition and relative age. You may want to provide a list of your home's advantages and special features to your real estate agent.

## Tips for Setting the Price

Especially if you're not using a real estate agent, you'll want to collect as much information as possible before setting a price.

### ► Know your market

Online calculators and real estate sites like [zillow.com](https://www.zillow.com) and [trulia.com](https://www.trulia.com) may provide information on recently sold homes that are comparable to yours, but nothing beats a real estate agent's market knowledge and expertise when it comes to getting the most for your home. In addition to having a high level of insight into home-value trends, foreclosure stats and price-cut information, real estate agents have access to resources that are typically unavailable to the go-it-alone seller.

### ► Check out the competition

Find houses similar to yours in the same area. See how they're priced and how long they've been on the market. If they've been on the market for a while, they may be priced too high.

### ► Consider getting a professional home inspection

This can keep you from getting hit with any surprise repair costs after the buyer's inspection. It also makes your home more attractive when everything is in working order.

### ► Be flexible

Your asking price shouldn't be set in stone. Over a period of time, if your house doesn't sell, you may need to adjust your price.





## WHAT THE SELLER PAYS FOR

In addition to money invested in sprucing up your home, a number of fees and expenses will arise during the selling process. The following are just a few of the many expenses you might need to pay:

- ▶ Real estate agent commission (both buyer's and seller's)
- ▶ Prorated taxes, interest, rent and HOA dues
- ▶ Cost for repairs (negotiated in contract)
- ▶ Loan fees required by the buyer's lender (e.g., FHA and VA loans)
- ▶ Title insurance premium for the owner's policy (depending on your market)
- ▶ Home warranty plan (if negotiated)
- ▶ Escrow fee (seller's portion)
- ▶ Document recording charges

Additionally, you will need to pay off loans, as well as liens or judgments of record against the property (unless assumed by the buyer). Examples include accrued interest, reconveyance and forwarding fees, and late fees.

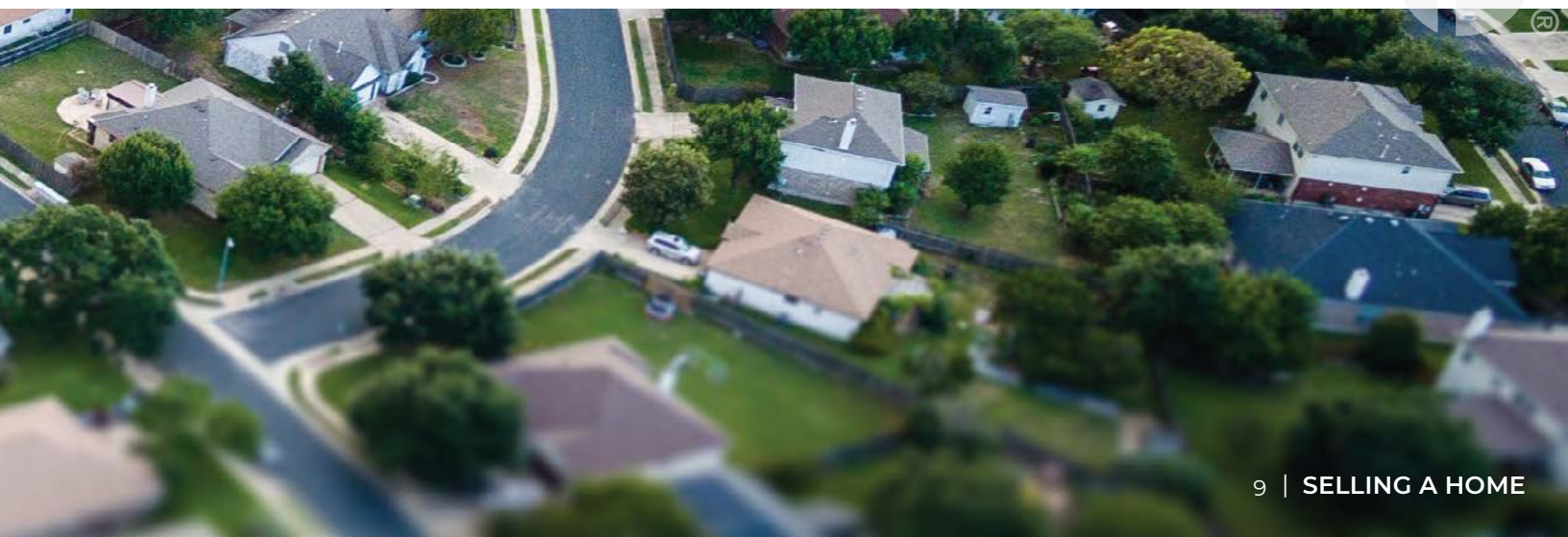
## GETTING AN OFFER

### Negotiation

Once you have an offer, you're ready to start negotiating. Your real estate agent is experienced at negotiation and will work closely with you and the potential buyer to help sell your home as close to your asking price as possible.

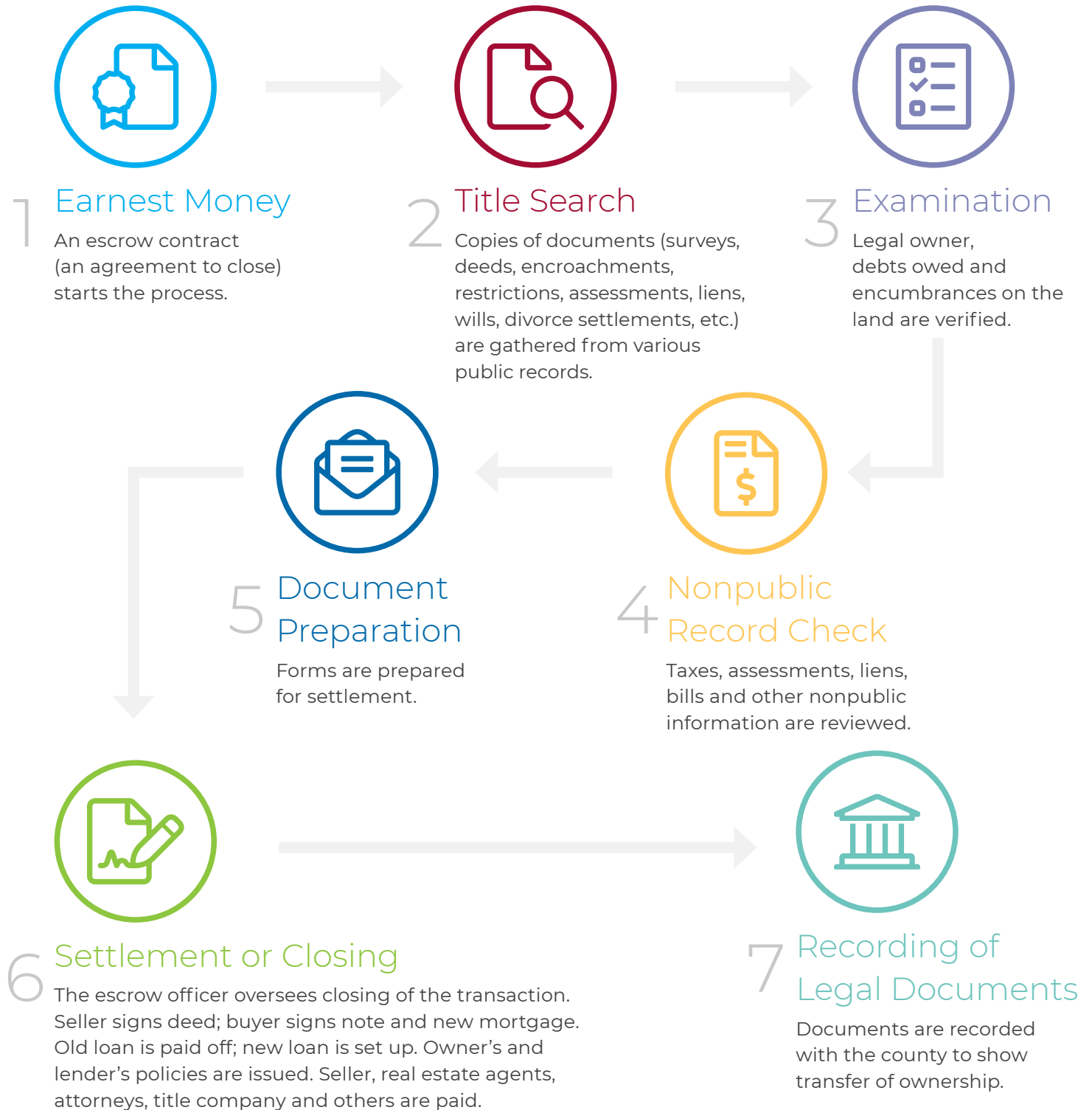
### Home Inspections

Once a buyer has made an offer on your home, the lender will usually require a professional inspection of the property. The inspector will check that the home's general systems are working properly and report any items in need of repair. If major problems are found, your real estate agent will help negotiate through them.



## FROM CONTRACT TO CLOSING

There's a lot that happens between the time a buyer finds a house and the day it belongs to them. To help you better understand what happens after the Sold sign is posted, review the seven basic steps of transferring a land title.



## AVOIDING CLOSING DELAYS

Once your house has sold, you still have to close. The following tips will help the process go smoothly:

### Existing Lienholders

If you have a lien or liens against your property, please provide your Stewart Title closing officer with the name of the lienholders, along with their addresses and phone numbers. We will also need the loan numbers.

### Social Security Numbers

We will need the Social Security numbers of all owners of the property for purposes of tax reporting. Also, the lender may require Social Security numbers for payoff information.

### Existing Survey (If Applicable or Available)

If the buyers and sellers have agreed to use an existing survey at closing, Stewart Title must review the survey prior to closing and must receive verification from the sellers that no improvements have been made since the date of the survey.

### Identification

Don't forget to bring your valid driver's license or other official government-issued picture ID to the closing.

### Homeowners Association (HOA)

If you have a mandatory HOA, please provide us with the proper contact information so we can contact them to obtain a letter for closing.

### Wiring Information

We will be glad to wire proceeds of the sale into your account upon the funding of the transaction. Please provide us with your wiring information if you choose this option. The safest way to provide this information is in person, via U.S. mail or over the telephone. Never provide your wiring information via email.

### Documents

Prior to closing, please provide us with all bills for inspections, repairs or other items to be paid from closing proceeds. Don't forget to bring the termite certificate (if applicable) and other documents required by the contract.

### Power of Attorney

If you will not be present to sign documents at closing and you intend to use a power of attorney, a legal document that allows someone to act on your behalf, you must provide the original power of attorney to your closing officer at Stewart Title. This must be done well before closing in order to allow ample time for the document's approval and recordation and the lender's approval of the power of attorney. We will also need your contact number so that on the day of closing we can verify that you are alive and well and have not revoked the power of attorney.



## TIPS FOR HIRING MOVERS

Moving can be stressful, but you can make it easier by starting your preparations early. The first step is to hire a mover. Here are few tips for choosing the right one:

- ▶ Get referrals from friends, online review sites and organizations like the Better Business Bureau®.
- ▶ Find a balance between the lowest cost, the most experience and the right equipment.
- ▶ Inquire about discounts related to organizations you may belong to.
- ▶ Confirm mover credentials. Movers should be licensed and bonded, and employees should have workers' compensation insurance.
- ▶ Ask for references.
- ▶ Get estimates in writing.



# MOVING TIMETABLE

8

## Weeks Before the Move

- ▶ If you're using a mover, refer to Tips for Hiring Movers on the previous page. Select your mover and get everything in writing.
- ▶ Decide how much of your current furniture you will be using. You can save on moving costs by getting rid of unwanted furniture prior to your move.
- ▶ Determine which unwanted pieces will be given to charity and which will be sold. This can save you money on your move – and put money in your pocket.

6

## Weeks Before the Move

- ▶ If you are moving yourself, determine how many boxes you will need, then determine the size of the truck required by calculating the cubic feet of the boxes, plus that of large furniture pieces.
- ▶ If you're moving to a new community or city, get copies of records from service providers such as doctors, dentists, lawyers and utility companies.
- ▶ Make arrangements to transfer your children's school records.

4

## Weeks Before the Move

- ▶ Clean or repair furniture, curtains or carpets, if needed.
- ▶ Hold a garage sale.
- ▶ Arrange for storage, if needed.
- ▶ Make any necessary travel and hotel reservations.
- ▶ Determine if you need to transfer local bank accounts or cancel direct deposits. Coordinate with your bank(s).

3

## Weeks Before the Move

- ▶ If movers are not doing your packing, begin gathering packing materials:
  - Boxes
  - Bubble wrap
  - Old newspapers
  - Felt-tip markers
  - Furniture pads
  - Large self-stick labels
  - Nylon packing string
  - Packing peanuts
  - Packing tape
  - Rope
  - Scissors
  - Utility knife
- ▶ Begin packing items you won't need between now and your move.
- ▶ Arrange to cancel utilities and services at your old home after you've moved, and make sure you have electricity and water turned on at your new home by the time you move in.

2

## Weeks Before the Move

- ▶ Make any special arrangements to move pets.
- ▶ Have your car checked and serviced for the trip if you're moving far away.
- ▶ Fill out a change-of-address form with the U.S. Postal Service.
- ▶ Send a change-of-address notice to your friends and family.
- ▶ Review your online accounts and update your address in your profile.
- ▶ Transfer any prescriptions to a pharmacy near your new home and return any library books.
- ▶ Arrange for a babysitter on moving day if you have small children.

2

## Days Before the Move

- ▶ Defrost your refrigerator and freezer.
- ▶ Set aside valuables and legal documents to take with you.
- ▶ Pack clothing, toiletries and other first-day essentials to go with you.
- ▶ Have your movers begin packing.
- ▶ Arrange payment for the driver on moving day if you're using a mover.

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## oving Day

- ▶ Pick up the truck early if you're moving yourself.
- ▶ Make a list of every item and box loaded into the truck.
- ▶ Give your contact information to the mover.
- ▶ Read the terms and conditions in your mover's agreement before signing. Keep the agreement in a safe place until your goods are delivered, charges are paid and any claims are settled.
- ▶ Check that no leave-behind appliances are still connected in your old house.
- ▶ Inspect the attic and garage, and lock all doors and windows.

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## elivery Day

- ▶ Check off all boxes and items as they come off the moving truck (if applicable).
- ▶ Make sure utilities are connected and new locks are installed.
- ▶ Be on hand to answer questions, pay the driver, take care of last-minute problems and examine your goods.

# GLOSSARY OF REAL ESTATE TERMS

This brochure is intended solely to provide helpful information to buyers and sellers. The laws of each state may vary. Please consult with an attorney of your choice for specific information or legal advice.

## **Adjustable Rate Mortgage (ARM)**

A loan with an interest rate that changes periodically based on a current index, like one-year treasury bills. Typically, ARMs can't change by more than two percentage points per year or six points above the starting rate. Check the specific rates carefully for any type of mortgage loan.

## **Amortization**

A payment plan, that enables the borrower to pay off the debt gradually through equal monthly payments of principal and interest.

## **Appraisal**

An expert judgment or estimate of the quality or value of real estate as of a given date. This appraisal is done for financial lending purposes and may not reflect the actual market value.

## **Appraised Value**

An estimate of the value of the property offered as security for a home loan.

## **Bridge Finance**

A short-term loan, usually at a higher rate of interest than the longer-term mortgage, used by borrowers who have bought a house while waiting for theirs to be sold. May also refer to a second subordinate loan.

## **Caveat Emptor**

Latin for "let the buyer beware". This puts the burden on the buyer to be satisfied with the item before purchasing the property. Many states have passed laws that require sellers to disclose any defects or problems with the property being sold.

## **Chattels**

Items of personal property that are movable (e.g., clothing, furniture), as distinguished from real property (e.g., land, a house).

## **Closing Protection Letter (CPL)**

A letter from a title insurance company generally given to a lender for one or more closings, which indemnifies the lender for loss caused by the policy issuing agent's or approved attorney's failure to comply with the lender's written closing instructions or for certain kinds of misconduct committed by the issuing agent or approved attorney if the failure or misconduct affects the title or the mortgage.

## **Commission**

Fee payable to real estate agents for selling the property by the person authorizing the sale; usually a percentage of the sale price, although this can be negotiated and paid by the buyer or split between the parties. Often the commission is shared by the listing and buyers' real estate agent.

## **The Consumer Financial Protection Bureau® (CFPB)**

An independent government agency responsible for consumer protection in the financial sector.

## **Consummation**

The point in time when a borrower becomes contractually obligated to the creditor on the loan under state law.

## **Contingent Offer**

Offer to buy or sell is subject to some condition, such as the buyers selling their current home or the home passing an inspection. If the condition is not met, then the parties may agree to waive the condition or the contract may terminate.

## **Contract of Sale**

Written agreement setting out the terms and conditions of a property sale.

## **Covenant**

A promise or agreement in a written contract or deed of real property defining specific conditions or actions concerning the property.

## **Conventional Mortgage**

A mortgage loan not insured by the United States Department of Housing and Urban Development or guaranteed by the Department of Veterans Affairs. It is subject to conditions established by the lending institution and state statutes. The mortgage rates may vary with different institutions and between states. (States have various interest limits.)

## **Credit Report**

A report detailing a loan applicant's credit history used by a lender to determine creditworthiness.



### **Deposit (or Earnest Money)**

An agreed-to percentage of the purchase price of a property placed in escrow as evidence of intention to buy. May be nonrefundable based upon the terms and conditions of the contract. Usually the deposit goes toward the purchase price when the sale goes through.

### **Document Preparation**

A charge by an attorney for preparing legal documents for a transaction.

### **Encroachment**

When a structure overhangs someone else's property and a fence or other structure is built over the dividing line between the two properties.

### **Encumbrance**

An easement, lien or other restriction on a property, which impedes its use or transfer.

### **Equity**

The difference between the market value of the property and any loans that are outstanding on the property. If the market value is less than any outstanding loans, there will be a negative equity.

### **Escrow Funds**

Funds paid to the escrow agent to hold until the occurrence of a specified event, such as the completion of repairs or the payment of insurance and taxes, after which the funds will be released to the designated individual. After closing, many lenders will require that the buyer make monthly payments (in addition to the principal and interest) to cover these expenses.

### **Exclusions**

Any item that is specifically not included in the sale (e.g., an above-ground pool or garden shed). These should be shown in the contract.

### **Fixed Rate Mortgage**

A loan that carries an unchangeable interest rate over its entire term – typically a period of 15 to 30 years.

### **Homeowners Insurance**

Protects the property and contents in case of damage or loss. Most lenders require that the insurance be for at least the loan amount or for 80 percent of the value of the improvements, whichever is greater.

### **Inclusions**

Lights, curtains, blinds, ceiling fans, air-conditioning units, fly screens, dishwasher, range hood, stove, fixed cupboards, clothes hoist or any other removable item that the seller has agreed will be included in the sale.

### **Inspections**

An examination to determine the condition of property, such as termite inspections. Inspections are also conducted to see if required repairs were made before funds are disbursed.

### **Interest**

A charge paid for borrowing money.

### **Interest-Only Loan**

Loan on which just the interest is paid periodically, and the principal is paid at the end of the term. Some loans may be interest-only for a certain period of time and then require that both principal and interest be paid in monthly installments.

### **Inventory**

List of items included with a property for sale; usually furniture, furnishings and other removable items.

### **Investment**

The purchase of an asset, such as real estate, with the goal of producing income, including capital gains, on the resale of the asset.

### **Joint Tenants With Right of Survivorship**

Joint tenancy is the equal holding of property by two or more persons. If one owner dies, the deceased's share passes on to the survivors.

### **Liabilities**

Your outstanding debts or what you owe.

# GLOSSARY OF REAL ESTATE TERMS

## **Lien**

A claim one person holds on the property of another as security for money owed. Such claims may include obligations not met, judgments, unpaid taxes, materials or labor.

## **Loan Application Fee**

Paid to the lender at the time of application. The amount varies by lender.

## **Loan Discount (or Discount Points)**

Loan discounts are a form of prepaid interest. One point equals generally one percent of the loan amount. By charging a borrower points, a lender effectively increases the yield on the loan above the amount of the stated interest rate. Borrowers can offer to pay a lender points as a method to reduce the interest rate on the loan, thus obtaining a lower monthly payment in exchange for this up-front payment. For each point purchased, the loan rate is typically reduced by 0.125 percent, but check with your lender for the specific reduction.

## **Loan Estimate Form and Closing Disclosure Form**

These forms are intended, in the words of the Consumer Financial Protection Bureau (CFPB), to help consumers make informed decisions when shopping for a mortgage and avoid costly surprises at the closing table. These forms are required in most transactions.

## **Maintenance Fee**

Periodic charge by the homeowners association as set out in the subdivision restrictions.

## **Maturity Date**

The last day of the term of the home-loan agreement. The home loan must then be paid in full, or the home-loan agreement must be renewed or refinanced.

## **Mortgage (or Deed of Trust)**

A legal agreement containing the lender's terms and conditions, in which the owner pledges his/her/its title to real property to the lender as security for a loan described in a promissory note (In a promissory note, a mortgagee lends the money to a mortgagor, the borrower.) Mortgages are normally recorded in the county records.

## **Mortgagee's (or Lender's) Title Policy**

A title insurance policy that insures the validity, enforceability and priority of a lender's lien. This policy does not provide protection for the owner.

## **Multiple Listing Service (MLS)**

System of offering the property through many real estate agents.

## **Offer to Purchase**

A formal legal agreement that offers a specified price for a specified property. The offer may be firm (no conditions attached) or conditional (certain conditions apply).

## **Option to Buy**

Legal agreement giving the buyer the right to purchase property at a certain time and price. An option fee, usually a percentage of the price or fixed amount, is payable and may be forfeited if the buyer does not go through with the transaction. Option may be refunded if conditions are not met.

## **Origination Fee**

A fee the borrower pays the lender to originate a new loan.

## **Owner's Title Policy**

Insures that the buyer has the title to the property, subject to policy terms.

## **PITI**

Abbreviation for principal, interest, taxes and insurance (PITI) – all of which can be lumped together in your monthly mortgage payment.

## **Power of Attorney (POA)**

A written authorization by a person to another person to act for him on his behalf.

## **Principal**

The actual amount of money that has been borrowed to buy a property.

## **Private Mortgage Insurance (PMI)**

Insurance against a loss by a lender (mortgagee) in the event of default by a borrower (mortgagor). PMI is often required for larger loans.

## **Real Estate Professional Fee**

Usually called commission, the amount paid to real estate professionals as compensation for their services.

### **Recording Fees**

Charged by the county clerk to record documents in the public records.

### **Restrictions**

These limit the way in which a property can be used or modified and are written into (or referred to in) the deed for the property. They are usually enforced by the developer or builder, the neighborhood or the homeowners association. A certified copy of deed restrictions is usually required by the lender. Restrictions normally have a termination date but may be renewed.

### **Settlement**

Completion of sale when the balance of the contract price is paid to the seller and the buyer is legally entitled to take possession of the property.

### **Survey**

Confirms lot size and identifies any encroachments or restriction violations.

### **Tax Proration**

The seller and buyer split up property taxes based on the length each party has owned the home during the year.

### **Title Insurance**

Title insurance protects real estate owners and lenders against any property loss or damage they might experience because of liens, encumbrances or defects in the title to the property. Each title insurance policy is subject to specific terms, conditions and exclusions.

### **Title Search**

The process of examining the land title to determine the terms and conditions under which the title company will issue a title policy.

## IMPORTANT CONTACT INFORMATION

### **Real Estate Agent**

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
Work \_\_\_\_\_ Cell \_\_\_\_\_  
Email \_\_\_\_\_  
Notes \_\_\_\_\_

### **Title and Escrow Company**

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
Work \_\_\_\_\_ Cell \_\_\_\_\_  
Email \_\_\_\_\_  
Notes \_\_\_\_\_



# SELLING A HOME

## CHECKLIST FOR REPAIRS AND CLEANING

A home that is clean and tidy, and maximizes space will sell faster and at a higher price. Keep in mind that a small investment in time and money could make your home much more attractive to buyers.

Exterior	OK As Is	Needs Work
Does the house need fresh paint?	<input type="checkbox"/>	<input type="checkbox"/>
Are holes and cracks visible?	<input type="checkbox"/>	<input type="checkbox"/>
Are sidewalks, porches and decks swept and in good shape?	<input type="checkbox"/>	<input type="checkbox"/>
Is it inviting?	<input type="checkbox"/>	<input type="checkbox"/>
Do the windows and door screens need to be replaced?	<input type="checkbox"/>	<input type="checkbox"/>
Does the house trim need repair or paint?	<input type="checkbox"/>	<input type="checkbox"/>
Are gutters and downspouts secure and clean?	<input type="checkbox"/>	<input type="checkbox"/>
Landscape	OK As Is	Needs Work
Are shrubs and trees trimmed?	<input type="checkbox"/>	<input type="checkbox"/>
Is the lawn fertilized?	<input type="checkbox"/>	<input type="checkbox"/>
Are flowers planted?	<input type="checkbox"/>	<input type="checkbox"/>
Is the lawn mowed and edged?	<input type="checkbox"/>	<input type="checkbox"/>
Has the lawn been weeded?	<input type="checkbox"/>	<input type="checkbox"/>
Kitchen	OK As Is	Needs Work
Are the appliances clean and working?	<input type="checkbox"/>	<input type="checkbox"/>
Are cabinets neat and in good condition?	<input type="checkbox"/>	<input type="checkbox"/>
Are countertops clean and uncluttered?	<input type="checkbox"/>	<input type="checkbox"/>
Does the tile need regrouting?	<input type="checkbox"/>	<input type="checkbox"/>
Does the sink need recaulking, chips repaired or stains removed?	<input type="checkbox"/>	<input type="checkbox"/>
Do the faucets leak?	<input type="checkbox"/>	<input type="checkbox"/>
Is the oven clean?	<input type="checkbox"/>	<input type="checkbox"/>
Is the gas igniter working properly? (Be sure to leave the key.)	<input type="checkbox"/>	<input type="checkbox"/>
Bathroom	OK As Is	Needs Work
Do the faucets leak?	<input type="checkbox"/>	<input type="checkbox"/>
Does the tub need recaulking?	<input type="checkbox"/>	<input type="checkbox"/>
Do the shower tiles need new grout?	<input type="checkbox"/>	<input type="checkbox"/>
Are the shower doors clean?	<input type="checkbox"/>	<input type="checkbox"/>
Is the floor in good condition?	<input type="checkbox"/>	<input type="checkbox"/>

Roof	OK As Is	Needs Work
Are there any leaks or unlevel areas?	<input type="checkbox"/>	<input type="checkbox"/>
Are shingles or tiles missing?	<input type="checkbox"/>	<input type="checkbox"/>
Does the roof have any unlevel areas?	<input type="checkbox"/>	<input type="checkbox"/>
Garage	OK As Is	Needs Work
Are the floors swept and stain-free?	<input type="checkbox"/>	<input type="checkbox"/>
Are all items stacked against walls to maximize floor space?	<input type="checkbox"/>	<input type="checkbox"/>
Is the garage door opener operating correctly?	<input type="checkbox"/>	<input type="checkbox"/>
Is the garage organized, neat and well lit?	<input type="checkbox"/>	<input type="checkbox"/>
Attic	OK As Is	Needs Work
Is the attic organized and clean?	<input type="checkbox"/>	<input type="checkbox"/>
Are the stairs in good condition?	<input type="checkbox"/>	<input type="checkbox"/>
Is the attic well lit?	<input type="checkbox"/>	<input type="checkbox"/>
Are there any signs of insects or rodents?	<input type="checkbox"/>	<input type="checkbox"/>
Overall	Ok As Is	Needs Work
Can items be removed in order to make the home appear larger?	<input type="checkbox"/>	<input type="checkbox"/>
Do the walls and woodwork need new paint?	<input type="checkbox"/>	<input type="checkbox"/>
Do the walls have holes or cracks?	<input type="checkbox"/>	<input type="checkbox"/>
Does the wallpaper need replacing?	<input type="checkbox"/>	<input type="checkbox"/>
Are both sides of the windows clean?	<input type="checkbox"/>	<input type="checkbox"/>
Are the floors clean and polished?	<input type="checkbox"/>	<input type="checkbox"/>
Are there any stains or damage from water leaks?	<input type="checkbox"/>	<input type="checkbox"/>
Is the carpet clean, flat and stain-free?	<input type="checkbox"/>	<input type="checkbox"/>
Are the window treatments clean and properly working?	<input type="checkbox"/>	<input type="checkbox"/>
Do squeaky hinges need oil?	<input type="checkbox"/>	<input type="checkbox"/>
Are the ceiling fans and vents clean?	<input type="checkbox"/>	<input type="checkbox"/>
Do the windows open and close easily?	<input type="checkbox"/>	<input type="checkbox"/>
Has the house been deep cleaned?	<input type="checkbox"/>	<input type="checkbox"/>
Do any of the doors stick?	<input type="checkbox"/>	<input type="checkbox"/>
Do all the locks work properly and have keys?	<input type="checkbox"/>	<input type="checkbox"/>
Do the doors seal properly?	<input type="checkbox"/>	<input type="checkbox"/>
Are all lights working?	<input type="checkbox"/>	<input type="checkbox"/>

