



INSTITUTE *for*
LUXURY HOME
MARKETING

MEMBER

CHARLES GUTH P.A.

HOW TO GET TOP DOLLAR ON YOUR LISTING OVERCOMING OBJECTIONS INSPECTION

EXTERIOR	wood rot, paint, pressure wash, lighting
INTERIOR	fixtures, repairs, lighting, (clean, fresh, new)
PAINT	necessary, colors
FLOORING	carpet, flooring, tile
ROOF	age, clean, type
WINDOWS	1995 or earlier, clean, shutters, film
KITCHEN	upgrades, counter, appliances
GARAGE	clean, walls, floors, attic access
LANDSCAPING	lawn, trimmed, trees
DRIVEWAY	pressure washed, cracks, type
WALKWAY	pressure washed, cracks, type