GETTING YOUR HOME READY TO SELL

Do the simple things well.

You do not need to fix everything. You need to clear it, clean it, and fix what buyers notice first. Check off what you can, and tell me where you want help. Before you spend money on anything big, call me and we will decide what is worth doing.

ADDRESS

OUR TARGET DATE

1. CLEAR IT OUT

- [ ] Clear counters, tabletops, and shelves down to a few things
- [ ] Clear closets and cabinets so they look about half full
- [ ] Pack or store what you will not use before you move
- [ ] Clear the garage and basement walkways
- [ ] Take down very personal items so buyers can picture their own life there

2. CLEAN IT

- [ ] Deep clean the kitchen and bathrooms
- [ ] Wash windows and wipe down light fixtures and switch plates
- [ ] Clean or replace worn carpet, and clean the floors
- [ ] Deal with any odor from pets, smoke, or a closed-up house
- [ ] Replace burnt-out light bulbs

3. FIX WHAT SHOWS

- [ ] Fix leaky faucets, loose handles, and doors that stick
- [ ] Patch small holes and touch up paint in a neutral color
- [ ] Replace cracked outlet covers and broken fixtures
- [ ] Get a quote before you start any big repair

4. THE OUTSIDE

- [ ] Mow, trim, weed, and add fresh bark where it is bare
- [ ] Pressure wash the driveway, walkways, and siding if needed
- [ ] Clean or repaint the front door, and check the house number and mailbox
- [ ] Clear gutters and remove yard debris

5. GATHER YOUR PAPERWORK

- [ ] HOA information, if you have an HOA
- [ ] Permits, receipts, and warranties for work done on the home
- [ ] Recent utility bills
- [ ] A list of anything repaired, replaced, changed, or added, and any past or present problem. I will help you with the disclosure forms

6. PHOTO DAY

- [ ] Finish staging first. Photos come after staging
- [ ] Lights on, blinds open, beds made, pet items put away
- [ ] Cars off the driveway and the yard tidy

IF THE HOME IS VACANT OR INHERITED

- [ ] Ask the estate's attorney before you move, sell, or give away anything inside
- [ ] Ask the insurance company whether the policy still covers a vacant home
- [ ] Keep the utilities on so the home can be shown and protected in cold weather
- [ ] Keep all doors and windows locked and the mail picked up
- [ ] Have someone you trust walk through every week or two
- [ ] Tell me about any storage you need, and I will help you plan it

This is general guidance, not a promise of a sale price or a result. Every home is different. Services are subject to the terms of the listing agreement.