

## Home Seller Prep Checklist

Everything to do before your home hits the market — from paperwork to photo day.

### PAPERWORK & PRICING

- ☐ Gather your **mortgage payoff statement**, deed and property tax records
- ☐ Collect warranties, permits and receipts for major repairs and upgrades
- ☐ Get a **professional valuation** — don't rely on online estimates alone
- ☐ Review 3–5 recently sold comparable homes within a mile of yours
- ☐ Decide your bottom-line price and ideal closing date before offers arrive

### REPAIRS & SMALL FIXES

- ☐ Fix leaky faucets, running toilets and **slow drains**
- ☐ Replace burned-out bulbs and match color temperature in every room
- ☐ Patch nail holes, touch up paint and **repair wall scuffs**
- ☐ Tighten loose handles, hinges and wobbly stair railings
- ☐ Service the HVAC and replace the filter — buyers check

### DECLUTTER & DEEP CLEAN

- ☐ Remove about a third of your furniture so rooms feel larger
- ☐ Pack away **personal photos**, trophies and fridge art
- ☐ Clear kitchen counters down to two or three items
- ☐ Deep clean carpets, grout, windows and **baseboards**
- ☐ Organize closets and the garage — buyers open every door

### CURB APPEAL

- ☐ Mow, edge and mulch; trim shrubs below window height
- ☐ Power-wash the **driveway, siding and walkway**
- ☐ Repaint or replace the front door hardware and mailbox
- ☐ Add potted plants and a clean doormat at the entry

### STAGING & PHOTO DAY

- ☐ Give each room **one clear purpose** — no catch-all rooms
- ☐ Open every curtain and blind; photos sell light
- ☐ Set the dining table simply and hang fresh towels in baths
- ☐ Hide trash cans, pet gear, cords and countertop clutter before the shoot

### SHOWINGS & OPEN HOUSE

- ☐ Leave the house for every showing — **buyers linger longer** alone
- ☐ Take pets with you; remove litter boxes, crates and bowls
- ☐ Set the thermostat to a comfortable 68–72°F
- ☐ Lock away medications, valuables, mail and spare keys

**Don't over-improve before listing.** Big remodels rarely return their cost at sale — a \$60,000 kitchen usually adds far less than that to your price. Spend on paint, deep cleaning, lighting and curb appeal instead, and let the next owner remodel to their own taste.