



HOME SALE PREPARATION CHECKLIST

A practical checklist you can work through before listing. Divide it into stages so you're not trying to do everything at once.



1. Inspect & Fix — 4-8 Weeks Before Listing

- ☐ Walk through the entire house and identify obvious repairs
- ☐ Fix leaking faucets and running toilets
- ☐ Repair damaged drywall, trim, doors, and molding
- ☐ Touch up chipped or scuffed paint
- ☐ Replace burned-out light bulbs
- ☐ Repair loose handles, knobs, hinges, and cabinet hardware
- ☐ Make sure windows open, close, and lock properly
- ☐ Check for plumbing leaks under sinks and around appliances
- ☐ Service HVAC system if needed
- ☐ Replace HVAC filters
- ☐ Check roof/gutters for obvious issues
- ☐ Clean gutter's and downspouts
- ☐ Test smoke and carbon monoxide detectors
- ☐ Address visible water stains, moisture, or mildew
- ☐ Consider a pre-listing home inspection if you want to identify problems before buyers do



A little preparation now can lead to a smoother sale and a stronger offer.

PREPARE TODAY. PROFIT TOMORROW.





Home Sale

Preparation Checklist



2. Declutter & Depersonalize – 2–4 Weeks Before Listing

- ☐ Remove excess furniture
- ☐ Clear kitchen countertops
- ☐ Clear bathroom countertops
- ☐ Organize kitchen cabinets and pantry
- ☐ Organize closets so they appear spacious
- ☐ Remove excess items from basement, attic, and garage
- ☐ Pack seasonal items and things you will not need before moving
- ☐ Remove most family photos and highly personal items
- ☐ Remove collections and excessive decorations
- ☐ Hide cords, chargers, pet supplies, and miscellaneous items
- ☐ Donate, sell, discard, or store items you won't want to move
- ☐ Consider renting a storage unit if necessary



3. Clean, Stage & Improve Appearance | 1–2 Weeks Before Listing

- ☐ Deep-clean the entire house
- ☐ Wash windows and screens
- ☐ Clean carpets and rugs
- ☐ Clean or polish hardwood floors
- ☐ Clean baseboards, trim, doors, and light switches
- ☐ Clean appliances
- ☐ Clean cabinets inside and out
- ☐ Remove odors, especially pet and cooking odors
- ☐ Replace worn shower curtains and bath mats
- ☐ Put out clean, neutral towels
- ☐ Make beds with clean, simple bedding
- ☐ Rearrange furniture to make rooms feel larger
- ☐ Remove unnecessary furniture from small rooms
- ☐ Add brighter bulbs where rooms feel dark
- ☐ Open curtains / blinds to maximize natural light
- ☐ Consider repainting unusual or very dark rooms with neutral colors



PRO TIP

Buyers fall in love with how a home **feels**.

A clean, clutter-free, well-prepared home helps them picture **their future** there.



**PREPARE TODAY,
SELL TOMORROW.**



LET'S GET YOUR HOME MARKET-READY!



Home Sale

Preparation Checklist



4. Exterior & Curb Appeal

- ☐ Power-wash siding, driveway, sidewalks, patio, and deck
- ☐ Mow and edge the lawn
- ☐ Trim trees, shrubs, and bushes
- ☐ Remove weeds
- ☐ Add fresh mulch
- ☐ Remove dead plants
- ☐ Add simple seasonal flowers or planters
- ☐ Clean the front door
- ☐ Touch up or repair the front door if needed
- ☐ Clean exterior light fixtures
- ☐ Replace burned-out exterior bulbs
- ☐ Clean house numbers and mailbox
- ☐ Remove unnecessary items from the yard
- ☐ Organize the garage
- ☐ Remove stains and clutter from garage floor
- ☐ Clean patio/deck furniture
- ☐ Make sure fences and gates are presentable



5. Documents & Information to Gather

- ☐ Mortgage information
- ☐ Property tax bills
- ☐ Homeowners insurance information
- ☐ Survey, if available
- ☐ Closing documents from when you purchased the house
- ☐ Permits for additions or major improvements
- ☐ Receipts/warranties for major improvements
- ☐ Roof age and warranty information
- ☐ HVAC age and service records
- ☐ Water heater age
- ☐ Appliance ages and warranties
- ☐ HOA documents, fees, & contacts, if applicable
- ☐ Utility cost history
- ☐ List of improvements you made to the house
- ☐ Dates & approximate costs of major renovations

**Preparation today.
A stronger sale tomorrow.**

A little effort now can lead to more interest, better offers, and a smoother transaction.



I'M HERE TO HELP

LET'S GET YOUR HOME MARKET READY!



CALL OR TEXT TODAY
256.443.9160



HOME SALE PREPARATION CHECKLIST



6. Before Photography

- ☐ Remove cars from driveway
- ☐ Remove garbage/recycling cans from view
- ☐ Remove pet beds, bowls, crates, and toys
- ☐ Remove toiletries from bathrooms
- ☐ Remove refrigerator magnets, papers, and photos
- ☐ Hide trash cans
- ☐ Clear countertops
- ☐ Make all beds
- ☐ Close toilet lids
- ☐ Open blinds and curtains
- ☐ Turn on all lights
- ☐ Remove excess furniture and decorations
- ☐ Clean mirrors and windows
- ☐ Straighten outdoor furniture



7. Before Every Showing

- ☐ Put away dishes
- ☐ Wipe kitchen and bathroom counters
- ☐ Empty visible trash cans
- ☐ Open blinds and curtains
- ☐ Turn on lights
- ☐ Adjust temperature to a comfortable level
- ☐ Remove pet waste from yard
- ☐ Secure pets
- ☐ Put valuables, medications, mail and sensitive documents away
- ☐ Vacuum or sweep high-traffic areas
- ☐ Make sure the house smells clean and neutral
- ☐ Leave the house before potential buyers arrive



A little preparation.

A BIG DIFFERENCE

READY TO GET STARTED?



israelprestonRE@gmail.com

Home Sale Preparation

CHECKLIST

Best priority order if you don't want to overspend:

- 1 Repair Obvious Problems
- 2 Declutter
- 3 Deep Clean
- 4 Improve Curb Appeal
- 5 Paint/Touch-Ups
- 6 Staging
- 7 Major upgrades only when they are likely to improve the sale enough to justify the cost.



You've got this.

A little preparation goes a long way. Focus on what makes the biggest impact, stay within your comfort zone, and get ready to open the door to your next chapter.

256.443.9160

israelprestonRE@gmail.com



Israel Preston, REALTOR®

