

SELLER PREP CHECKLIST

Your Step-by-Step Guide to Getting Market-Ready

Breaking Barriers. Building Homes. One Family at a Time.

Preparing your home before it hits the market is one of the biggest factors in how quickly it sells and for how much. Use this checklist to work through each stage, from the first walkthrough to the day of your listing photos.

1. DECLUTTER & DEPERSONALIZE

Buyers need to picture themselves living there.

- ☐ **Clear countertops in the kitchen and bathrooms**
Leave only a few intentional items out.
- ☐ **Remove family photos, personal collections, and religious or political items**
- ☐ **Pack away out-of-season clothing and excess items in closets**
Closets should look no more than two-thirds full.
- ☐ **Clear out the garage, attic, and basement of stored items you won't need before the move**
- ☐ **Remove excess furniture to make rooms feel larger**
Consider a storage unit if needed.
- ☐ **Donate, sell, or discard items you no longer want to move**

2. DEEP CLEAN

A spotless home signals a well-maintained one.

- ☐ **Deep clean carpets and rugs, or have them professionally cleaned**
- ☐ **Wash windows inside and out**
- ☐ **Wipe down baseboards, light switches, and door handles**
- ☐ **Clean and degrease kitchen appliances, inside and out**
- ☐ **Scrub grout and caulking in bathrooms**
- ☐ **Eliminate odors**
Check for pet, smoke, or cooking smells; avoid heavy air fresheners.

3. REPAIRS & MAINTENANCE

Small fixes now prevent negotiation issues later.

- ☐ **Fix leaky faucets, running toilets, and any visible plumbing issues**
- ☐ **Patch nail holes and touch up paint**

- ☐ **Repair or replace broken window screens and cracked glass**
- ☐ **Tighten loose door handles, hinges, and cabinet hardware**
- ☐ **Replace burnt-out light bulbs throughout the home**
- ☐ **Test smoke and carbon monoxide detectors**
- ☐ **Service the HVAC system and change filters**
- ☐ **Consider a pre-listing home inspection**
Catches issues before a buyer's inspector does.

4. CURB APPEAL

First impressions start before the front door opens.

- ☐ **Mow the lawn, trim hedges, and edge walkways**
- ☐ **Power wash the driveway, walkway, and siding**
- ☐ **Add fresh mulch and seasonal plants near the entrance**
- ☐ **Clean or repaint the front door**
A bold, welcoming color makes a strong first impression.
- ☐ **Clean gutters and check for visible roof issues**
- ☐ **Put away yard tools, hoses, and toys**
- ☐ **Update or polish house numbers and the mailbox**

5. STAGING

Help buyers envision themselves living in the space.

- ☐ **Arrange furniture to maximize flow and highlight each room's purpose**
- ☐ **Add fresh linens, towels, and pillows to bedrooms and bathrooms**
- ☐ **Open curtains and blinds to maximize natural light**
- ☐ **Set the dining table or add small styling touches to key rooms**
- ☐ **Remove excess pet items, bowls, and bedding before showings**
- ☐ **Consider professional staging for vacant homes or key rooms**

6. DOCUMENTS & PAPERWORK

Have these ready before we go live.

- ☐ **Recent tax bill and mortgage payoff information**
- ☐ **HOA documents and contact information, if applicable**
- ☐ **Warranties and manuals for major appliances and systems**
- ☐ **Records of recent repairs, renovations, or permits**
- ☐ **Copy of your survey, if available**
- ☐ **Utility provider contact information for buyer transfer**

7. DAY BEFORE LISTING PHOTOS

The final walk-through before we capture your home at its best.

- ☐ **Clear all countertops and put away dishes**
- ☐ **Make all beds and fluff pillows**
- ☐ **Put away trash cans, laundry baskets, and pet items**
- ☐ **Turn on all lights and open all blinds**
- ☐ **Tuck away vehicles from the driveway and street in front of the home**
- ☐ **Mow the lawn the morning of, if needed**

Questions About Any Step?

I'm here to guide you through every part of the process, from prep to closing. Reach out anytime with questions or to schedule your pre-listing walkthrough.

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