REALESTATERESOURCES.ORG

Home Seller Preparation Checklist

Practical steps before listing

Use with the Seller Preparation Plan and Seller Net Proceeds Calculator on RealEstateResources.or
your property — not every home needs every task.

PROPERTY

- [ ] List visible repairs and deferred maintenance
- [ ] Note active or past leaks
- [ ] Service or filter HVAC as appropriate
- [ ] Flag electrical concerns for a qualified professional
- [ ] Flag plumbing concerns for a qualified professional
- [ ] Walk the exterior for safety and curb-appeal basics

PRESENTATION

- [ ] Declutter high-traffic rooms and closets
- [ ] Deep clean kitchens and baths
- [ ] Touch up paint where scuffs distract
- [ ] Improve lighting (bulbs, open blinds)
- [ ] Tidy landscaping and entry paths
- [ ] Prepare rooms for photography

DOCUMENTS

- [ ] Gather permits for known improvements
- [ ] Collect warranties and major invoices
- [ ] Assemble HOA / condo resale packets if applicable
- [ ] Note utility providers and average bills
- [ ] List previous improvements with approximate dates

SHOWING PREP

- [ ] Plan for pets during showings
- [ ] Secure valuables and personal items
- [ ] Confirm lockbox / access instructions
- [ ] Address strong odors before photos and showings
- [ ] Set comfortable lighting and temperature

FINANCIAL PLANNING

- [ ] Request an estimated mortgage payoff
- [ ] Model proceeds with the Seller Net Calculator
- [ ] Estimate seller closing costs for your scenario
- [ ] Budget moving and temporary housing if needed

Educational checklist only. Broker compensation is negotiable and varies by agreement.