

# Getting Your Home Ready for Market

*What to fix, what to skip, and how to avoid over-repairing*



## UNDERSTAND WHAT MATTERS BEFORE YOU SELL

Preparing your home for sale doesn't mean fixing everything. The goal is to maximize value by addressing issues that affect buyer confidence, safety, and functionality — while avoiding repairs that don't meaningfully change outcomes.

### What Buyers Care About Most

- ✓ **Safety concerns** - exposed wiring, missing GFCI protection, loose railings, non-functioning smoke detectors
- ✓ **Signs of water intrusion or moisture** - leaks under sinks, roof leaks, failed flashing, damp crawlspaces
- ✓ **Problems that suggest hidden damage** - soft subflooring, recurring moisture stains, improperly vented fans
- ✓ **Items that could affect financing or insurance** - electrical panel issues, roof condition, unresolved water damage

### What Often Doesn't Need Fixing

- ✗ **Cosmetic wear and aging finishes** - scratches, worn surfaces, dated finishes that don't affect function or safety
- ✗ **Older systems that are still functioning properly** - noted for age, but not leaking, unsafe, or failing
- ✗ **Improvements unlikely to affect negotiations** - upgrades that don't change buyer confidence, financing, or risk

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# Pre-Sale Home Checklist

*A list of low-effort tasks to help a home show well*



## Safety & Basics

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- ☐ Test and replace batteries in smoke and CO detectors
  - ☐ Replace missing or damaged GFCI outlets where needed
  - ☐ Secure loose railings, handrails, and steps
  - ☐ Make sure exterior and stair lighting is working
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## Doors & Windows

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- ☐ Adjust doors that stick, don't latch, or rub
  - ☐ Replace worn weather stripping and caulking
  - ☐ Make sure windows open, close, and lock properly
  - ☐ Secure crawlspace and attic access panels
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## Exterior

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- ☐ Repair loose fence boards or gates
  - ☐ Address obvious rot or peeling trim near the ground
  - ☐ Secure deck boards and stairs for safety
  - ☐ Trim vegetation away from siding and rooflines
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## Water & Moisture

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- ☐ Fix active drips under sinks and at hose bibs
  - ☐ Check for signs of leaks around toilets and tubs
  - ☐ Make sure bath fans vent properly and are functional
  - ☐ Clear gutters and downspouts near entry points
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## Electrical & Lighting

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- ☐ Replace flickering bulbs and mismatched lighting
  - ☐ Ensure outlets and switches are secure and functional
  - ☐ Label electrical panels clearly and check all fuses
  - ☐ Replace damaged or outdated outlet cover plates
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**CLEAR PRIORITIES. PRACTICAL SOLUTIONS. NO OVER-REPAIRING.**

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