

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

Pre-Sale Home Checklist

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



Safety & Basics

- 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

Water & Moisture

- 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

Doors & Windows

- 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

Electrical & Lighting

- 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- Replace damaged or outdated outlet cover plates

Exterior

- 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

**CLEAR PRIORITIES. PRACTICAL
SOLUTIONS. NO OVER-
REPAIRING.**