

WILDSKY

ARIZONA REAL ESTATE • REALTY EXECUTIVES ARIZONA TERRITORY

SELLER PRE-MARKET CHECKLIST

Prepare your home to show its best, photograph beautifully, and make a strong first impression.

The goal is not to make your home look like someone else's. It is to remove distractions, highlight the features buyers value, and present your property in its best possible condition.

1. CURB APPEAL & EXTERIOR

- Mow, edge, trim shrubs and remove weeds.
- Clear leaves, debris, toys and unnecessary items from the yard.
- Pressure wash or clean driveways, walkways, patios and exterior surfaces as needed.
- Clean front door, porch, light fixtures and visible windows.
- Make the entry welcoming: clean mat, simple seasonal décor and healthy plants.
- Put away hoses, tools, trash cans and excess outdoor furniture.
- Check that exterior lights work and replace burned-out bulbs.
- Make sure house numbers are visible from the street.

Tip: First impressions start before a buyer opens the front door.

2. DECLUTTER & DEPERSONALIZE

- Remove excess furniture so rooms feel open and easy to walk through.
- Clear kitchen and bathroom counters except for a few simple items.
- Pack away collections, excessive décor and highly personal photographs.
- Organize closets, cabinets, pantry and garage; buyers will look.
- Remove items from stairs, hallways and doorways that interrupt flow.
- Create a plan for pets, litter boxes, food bowls and toys during showings.

Tip: You are selling the space and lifestyle—not the amount of stuff inside it.

3. CLEAN LIKE A BUYER IS LOOKING

- Deep clean kitchens and bathrooms, including grout, fixtures and appliances.
- Clean windows, screens, mirrors and glass doors.
- Dust ceiling fans, light fixtures, baseboards, vents and trim.
- Vacuum carpets and clean hard-surface floors.
- Address noticeable odors at the source rather than covering them with fragrance.
- Wash or replace worn towels, bedding and shower curtains.
- Clean fireplaces, woodstoves and surrounding areas.

READY FOR PHOTOS, SHOWINGS & MARKET LAUNCH

A few final details can make a big difference.

4. REPAIRS & CONDITION

- Replace burned-out bulbs and use consistent, bright lighting where appropriate.
- Touch up obvious wall scuffs, nail holes and chipped paint.
- Repair loose handles, doors, cabinet hardware and obvious plumbing issues.
- Fix dripping faucets and replace damaged caulk where needed.
- Check smoke/CO detectors and replace batteries as appropriate.
- Address visible water stains, leaks, broken screens or damaged flooring.
- Make sure appliances and major systems are accessible for inspection.
- Gather warranties, receipts and records for major improvements.

5. STAGE FOR PHOTOS & SHOWINGS

- Open blinds/curtains and let in as much natural light as possible.
- Turn on appropriate interior and exterior lights before showings.
- Make beds and use coordinated, neatly arranged linens.
- Fluff pillows and straighten furniture to create clear pathways.
- Keep countertops, dining tables and bathroom vanities mostly clear.
- Remove refrigerator magnets, paperwork and visible personal information.
- Hide valuables, medications, firearms and sensitive documents.
- Plan for pets to be safely secured or removed during showings.

6. DOCUMENTS & INFORMATION TO GATHER

- List recent upgrades and improvements with approximate dates.
- Gather permits, warranties and receipts when available.
- Note ages/brands of roof, HVAC, water heater and major appliances.
- Locate utility information and any transferable service agreements.
- Gather HOA information, dues, rules and contact details if applicable.
- Tell your Realtor about known defects, past repairs and material facts.
- Have keys, remotes, gate controls and access information ready.

Tip: Complete and accurate information helps your Realtor market the property responsibly and helps buyers make informed decisions.

FINAL PRE-LAUNCH CHECK

The home is almost ready. Use this final checklist before photography and going live.

7. THE DAY BEFORE PHOTOGRAPHY / LAUNCH

- Complete the final cleaning and decluttering pass.
- Remove cars from the driveway if requested for photography.
- Put away trash/recycling bins.
- Hide cords and unnecessary countertop appliances.
- Freshen landscaping and sweep the entry.
- Confirm the home is photo-ready before the photographer arrives.
- Let your Realtor know about anything that needs special attention.

OUR PROMISE: We believe an informed seller is an empowered seller. We are here to help you understand the process, your documents, your options, and the resources available to you every step of the way.

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