BEFORE YOU LIST

A one page prep list for sellers getting ready to list

Most sellers start in the wrong place: a price, a contractor, a weekend of frantic decluttering. Start here instead. Work top to bottom — you can do all of this before you ever talk to an agent.

01 Decide your actual timeline

Write down the month you want to be moved out. Not “sometime this year.” A month.

Everything else on this list gets easier once that number exists, because it tells you what you have time to do and what you don’t.

DO THIS

Pick a month. Write it somewhere you’ll see it.

02 Find your paperwork

You will need these eventually. Finding them now saves a scramble later.

- Survey (the property plat from when you bought)
- Any warranties still in effect: roof, HVAC, water heater, appliances
- Receipts or invoices for major work: roof, foundation, plumbing, electrical, windows
- HOA documents and current dues amount, if you have an HOA
- Your most recent tax statement
- Mortgage payoff amount (call your lender, they’ll give you a number good for 30 days)

Married in Texas? Your spouse must sign to sell, no matter the living situation. Locate them and confirm they’re on board now — it’s the easiest way to delay a closing.

DO THIS

One folder, physical or digital. Anything you can’t find, note it. Missing paperwork isn’t a dealbreaker, but knowing what’s missing is.

03 Walk your house like a stranger

Park at the curb. Walk up like you've never been there.

Write down the first five things you notice. Those are the five things every buyer will notice too.

DO THIS
Write the list. Don't fix anything yet.

04 Separate the three buckets

Take that list and everything else you've been meaning to do, and sort it:

Must fix. Safety issues, active leaks, anything that will fail an inspection and kill a deal. Broken steps, exposed wiring, water intrusion.

Worth fixing. Cheap things with visible payoff. Paint, caulk, cabinet hardware, light fixtures, landscaping cleanup, deep cleaning, replacing the front door mat and house numbers.

Leave it. Big renovations you're doing for a buyer you haven't met. New kitchens, bathroom remodels, flooring throughout. You rarely get your money back, and you're guessing at taste.

DO THIS
Put every item in one of the three buckets. If you're not sure which bucket something belongs in, that's a good question for me.

05 Deal with the stuff before you deal with the house

This is where most people stall out, so I'm giving it its own step.

You do not need to organize your whole house. You need to reduce what's visible.

Go room by room in this order: entry, living areas, kitchen, primary bedroom, primary bath, then everything else. In each room, remove anything you would not put in a listing photo.

Three piles: keep, donate, trash. If you're moving anyway, every item you remove now is one you don't pack later.

DO THIS
One room per week between now and your listing date. Start with the entry.

06 Know your number before someone gives you one

Look up what has actually sold on your street and in your subdivision in the last six months. Sold, not listed. List prices are wishes.

You're not trying to land on an exact number. You're trying to know the range so you can tell whether an agent is being straight with you.

DO THIS

Write down the range you think you're in. Then compare it to what you get told.

07 Run your net, not your price

Sale price is not what you walk away with. Subtract:

- Mortgage payoff
- Closing costs
- Any agreed repairs or buyer concessions
- Moving costs
- Where you're going next

DO THIS

Rough out the number. If it doesn't work, better to know now than three weeks into a listing.

WHEN TO CALL ME

You don't need to have all of this done. Call me when you hit a question you can't answer alone, especially:

- Something you're not sure belongs in "worth fixing" or "leave it"
- Missing paperwork you can't track down
- A list of recent sold prices on your street

I'll give you a straight answer whether or not you list with me.

Natalie Delamore, REALTOR®
Berkshire Hathaway HomeServices Premier Properties

281.660.7637
ncd-properties.com · @ncdproperties

BERKSHIRE HATHAWAY HOMESERVICES | PREMIER PROPERTIES

TREC License #840672 · Equal Housing Opportunity

BEFORE YOU LIST

The fridge checklist

- [ ] **01** Pick your move-out month
  Write it down. Everything else depends on it.

- [ ] **02** Gather your paperwork
  Survey, warranties, repair receipts, HOA docs, tax statement, mortgage payoff.

- [ ] **03** Walk it like a stranger
  Write down the first five things you notice from the curb.

- [ ] **04** Sort into three buckets
  Must fix. Worth fixing. Leave it. Ask me if you're not sure.

- [ ] **05** Clear one room a week
  Start with the entry. Keep, donate, trash.

- [ ] **06** Look up recent solds
  Same street, same subdivision, last six months. Sold, not listed.

- [ ] **07** Run your net, not your price
  Payoff, closing costs, concessions, moving costs.

STUCK ON ANY OF THESE?

Call or text me. I'll give you a straight answer whether or not you list with me.

Natalie Delamore, REALTOR® · Berkshire Hathaway HomeServices Premier Properties 281.660.7637
ncd-properties.com · @ncdproperties TREC License #840672 · Equal Housing Opportunity