

YOUR 180-DAY HOME SELLER CHECKLIST

A practical month-by-month plan for Worcester & Central Massachusetts

Target listing date: _____ Property: _____

MONTH 06

PLAN THE MOVE

180–151 DAYS

- ☐ Talk with Dave about value, timing and preparation priorities
- ☐ Estimate equity, mortgage payoff and selling expenses
- ☐ Decide whether to buy first, sell first or relocate
- ☐ Start a home improvement and maintenance record
- ☐ Choose a tentative listing month

MONTH 05

ASSESS CONDITION

150–121 DAYS

- ☐ Review roof, heating, plumbing and electrical systems
- ☐ Discuss whether a pre-listing inspection makes sense
- ☐ Check permits for additions, decks or finished areas
- ☐ Identify septic, solar, oil tank or estate-related issues
- ☐ Approve repairs only when the market may reward them

MONTH 04

DECLUTTER & ORGANIZE

120–91 DAYS

- ☐ Sort belongings: keep, donate/sell or discard
- ☐ Organize closets, basement, attic and garage
- ☐ Reduce excess furniture and personal collections

DAVE'S RULE OF THUMB

Do not spend money preparing your home unless the market is likely to reward it.

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MONTH 03

REFINE THE STRATEGY

90–61 DAYS

- ☐ Update comparable sales and active competition
- ☐ Review Dave's marketing and pricing recommendations
- ☐ Finalize worthwhile repairs and staging decisions
- ☐ Discuss photography, floor plans and 3D tours
- ☐ Choose a tentative launch date

MONTH 02

POLISH THE PRESENTATION

60–31 DAYS

- ☐ Tidy landscaping, walkways and the entrance
- ☐ Deep-clean kitchens, bathrooms, floors and windows
- ☐ Complete approved touch-ups and small repairs
- ☐ Address lighting, clutter and distracting odors
- ☐ Gather warranties, permits and property records

MONTH 01

PREPARE FOR LAUNCH

30–1 DAYS

- ☐ Complete staging and final cleaning
- ☐ Schedule professional photography and other media

YOUR NEXT STEP

Request a custom market analysis and home-selling strategy consultation.

Dave Stead | Broker/Owner | RE/MAX Partners | 34+ years of experience