



## The Essential Pre Listing Checklist

### Common preparation mistakes to avoid

#### Pre Listing To Do List

- ☐ Enhance curb appeal: tidy the yard, trim plants, plant flowers and repaint or clean the front door so the exterior looks welcoming.
- ☐ Declutter and depersonalize: clear surfaces, closets and storage areas; pack away personal photos, collections and bold decor so buyers can imagine themselves in the home.
- ☐ Complete repairs and maintenance: tighten loose handles, replace burned out bulbs, patch walls, fix dripping faucets, clean gutters and service mechanical systems.
- ☐ Deep clean and neutralize: scrub every room from baseboards to bathrooms, steam clean carpets, neutralize odors and repaint brightly colored walls with neutral colors.
- ☐ Price and present wisely: consult a local real estate professional to set a realistic price and invest in professional photos, staging and marketing to showcase your home.
- ☐ Hide valuables and secure items: lock up jewelry, art and important documents during showings and open houses.
- ☐ Gather documents: assemble warranties, permits, receipts and utility bills to answer buyer questions and build trust during negotiations.
- ☐ Prepare for showings: have a plan for pets, leave lights on, open blinds and keep the home ready for last minute tours.

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### Summary

Avoiding simple preparation mistakes can make a big difference in your sale price and timeline. Use this checklist to stay organized, impress buyers and create a smooth selling experience.