Ready-to-list checklist

Twelve things to work through with me before buyers arrive. From step 3, Preparing your home.

Most of the selling happens before the sign goes up. We'll walk through your home together and choose the work worth doing. This list is the shape of that conversation.

- [ ] Walk through the home with me and decide which work is worth doing before buyers arrive, and which isn't.
- [ ] List the small repairs: the things that are easy to fix and easy for a buyer to notice.
- [ ] Decide where a coat of paint will make the most difference.
- [ ] Consider a pre-listing inspection, so you learn about potential issues before a buyer does.
- [ ] Outside: clear the paths and the entrance.
- [ ] Tidy the lawn and the garden beds.
- [ ] Deal with the first things buyers will notice from the street.
- [ ] Inside: go room by room and sort what you'll remove, store, donate or sell.
- [ ] Make a list of the fixtures and belongings you plan to take with you, so the listing and the agreement are clear from the start.
- [ ] Decide whether you're staging, and book it if so.
- [ ] Put staging, the pre-listing clean and photography in the right order. I'll help you sequence them.
- [ ] If you'd rather hand the whole preparation to one person, ask me about full-service preparation, which works within a budget we agree together.

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