

YOUR PRE-LISTING CHECKLIST FOR SELLING

Essential Steps to Prepare Your Home



With Bonus Pre-Showing
Checklist to make sure your
home is prepared for your
perfect buyer.

PRELISTING CHECKLIST



GENERAL PREP

- ☐ **Declutter every room**
Remove excess furniture, toys, personal items, and anything that makes spaces feel crowded.
- ☐ **Deep clean the entire home**
Pay attention to floors, windows, baseboards, and bathrooms. Consider hiring professional cleaners.
- ☐ **Depersonalize**
Take down family photos, personalized décor, and anything that could distract buyers from imagining themselves in the space.
- ☐ **Check lighting**
Replace burnt-out bulbs, use bright, white light bulbs, and open curtains to let natural light in.
- ☐ **Repair minor issues**
Fix leaky faucets, squeaky doors, cracked tiles, chipped paint, and other easy-to-address defects.
- ☐ **Secure valuables**
Remove or lock up jewelry, medications, and sensitive paperwork before showings.



STAGING & INTERIOR TOUCH-UPS

- ☐ **Neutralize décor**
Stick to simple, neutral colors and remove bold or dated decorations.
- ☐ **Rearrange furniture**
Maximize flow and make rooms look spacious and functional.
- ☐ **Add inviting touches**
Use fresh towels in bathrooms, clean linens on beds, and maybe a bowl of fruit or fresh flowers in the kitchen.



MAINTENANCE & SYSTEMS

- ☐ **Change HVAC filters**
Fresh filters can improve air quality and show that the home is well-maintained.
- ☐ **Test smoke and CO detectors**
Make sure they're working and up to code.
- ☐ **Service major systems if needed**
Consider having HVAC, plumbing, or electrical checked if anything is questionable.



EXTERIOR CURB APPEAL

- ☐ **Mow lawn and trim shrubs**
Keep landscaping neat and tidy.
- ☐ **Power wash exterior**
Clean siding, walkways, driveways, and porches if needed.
- ☐ **Touch up paint or stain**
Pay special attention to the front door, shutters, and trim.
- ☐ **Clean windows and gutters**
Sparkling windows and clear gutters show pride of ownership.
- ☐ **Add a pop of color**
A new welcome mat or some seasonal flowers by the entryway can make a great first impression.



DOCUMENTATION:

- ☐ **Gather key documents**
Collect manuals, warranties, repair records, utility info, and HOA documents if applicable.
- ☐ **Decide on showing schedule**
Determine how and when the home can be shown – evenings, weekends, or by appointment only?

BONUS: PRE-SHOWING CHECKLIST

DO THESE TASKS 30–60 MINUTES BEFORE EACH SHOWING TO MAKE YOUR HOME SHINE!

- ☐ **Open all blinds and curtains to let in natural light**
- ☐ **Turn on all lights, lamps and under-cabinet lighting**
- ☐ **Make all beds and smooth out bedding**
- ☐ **Clear countertops in kitchen and bathrooms**
- ☐ **Empty trash cans and hide away bins**
- ☐ **Wipe down surfaces (especially sinks, mirrors, and kitchen counters)**
- ☐ **Close toilet lids**
- ☐ **Tidy up entry: shoes, jackets, and bags put away**
- ☐ **Add a fresh scent (diffuser, wax warmer, or use a mild air freshener)**
- ☐ **Put away personal items, including pet supplies, toys, and paperwork**
- ☐ **Turn on porch lights (for late afternoon/evening showings)**
- ☐ **Sweep porch or walkway**
- ☐ **Take pets out of the house if possible**
- ☐ **Vacuum or sweep floors if there's visible pet hair**
- ☐ **Leave the house at least 10 minutes before the showing starts**

