

Seller Prep Checklist

Everything that happens before your home hits the market, in the order it usually happens.

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1. Plan · 6-8 weeks out

- ☐ Talk pricing with an agent: recent comparable sales, not online estimates
- ☐ Get your mortgage payoff amount and any HELOC balance
- ☐ Decide your timeline: sell first, buy first, or a rent-back
- ☐ Gather receipts and permits for past work (roof, HVAC, remodels)
- ☐ Find warranties, manuals, HOA contact and HOA documents

2. Inspect before buyers do

- ☐ General home inspection
- ☐ Termite / wood-destroying pest report (Section 1 & 2 items)
- ☐ Roof inspection if it's older or you've had leaks
- ☐ Sewer lateral video scope; ask whether your city requires one at sale
- ☐ Chimney, pool, septic or well inspections if they apply

Knowing the issues first lets you fix, price or disclose them on your terms instead of renegotiating in escrow.

3. Repairs

- ☐ Safety items and active leaks first
- ☐ Smoke and carbon monoxide alarms in place and working
- ☐ Water heater braced/strapped
- ☐ Section 1 pest items, if you choose to clear them
- ☐ Small stuff buyers notice: sticky doors, dead bulbs, loose handles, drips
- ☐ Re-inspect anything that was repaired and keep the invoices

4. Clear it out

- ☐ Junk removal: garage, side yards, sheds, attic
- ☐ Declutter every room and closet; pack what you don't need
- ☐ Remove personal photos and most items from counters

5. Make it shine

- ☐ Paint: touch-ups at minimum, neutral colors where walls are worn or bold
- ☐ Landscaping: clear weeds, trim, fresh mulch, a clean front entry
- ☐ Deep clean: windows, baseboards, appliances, grout
- ☐ Carpet cleaning or flooring fixes
- ☐ Staging or furniture rearranging

6. Market it

- ☐ Professional photos (book them after cleaning and landscaping)
- ☐ Video, drone and floor plan
- ☐ Listing description and launch date
- ☐ Showing plan: lockbox, pets, valuables put away

7. Title & escrow

- ☐ Open escrow and order a preliminary title report early
- ☐ Look for surprises: liens, judgments, old loans never released, easements
- ☐ Check that the names on title match who is signing
- ☐ Trust, estate or divorce? Have those papers ready

8. Paperwork (so much paperwork)

- ☐ Transfer Disclosure Statement (TDS)
- ☐ Seller Property Questionnaire (SPQ)
- ☐ Natural Hazard Disclosure (NHD) report
- ☐ Lead-based paint disclosure for homes built before 1978
- ☐ Smoke/CO alarm and water heater compliance statements
- ☐ HOA documents, if there's an HOA
- ☐ All inspection reports shared with buyers

Your agent prepares most forms. Your job is honest, complete answers. When in doubt, disclose.

Want my list of vendors I trust (landscaping, repairs, cleaning, junk removal)?

Text (925) 307-8798