

Home SELLER's Checklist

Seven Essential Steps to Selling Your Home: The Ultimate Seller's Checklist



PREPARATION

- ☐ Declutter & Depersonalize.
- ☐ Deep Clean: Ensure your home is spotless, from floors and carpets to windows and countertops.
- ☐ Make Minor Repairs.
- ☐ Boost Curb Appeal.

PARTNER WITH A REALTOR

- ☐ Choose a Local Expert: Work with an agent who has experience selling homes in your area and understands the local market.
- ☐ Discuss Pricing Strategy: Review comparable sales with your agent to set a competitive, realistic price that attracts buyers.
- ☐ Review Marketing Plan.

STAGING

- ☐ Arrange Furniture: Optimize the layout to make rooms appear spacious and functional.
- ☐ Enhance Lighting.
- ☐ Highlight Key Features: Showcase unique selling point
- ☐ Prepare for Open Houses & Showings.

OFFER + NEGOTIATION

- ☐ Review + Evaluate Offers: Consider more than just the price—look at terms, contingencies, and closing timelines.
- ☐ Negotiate Terms.
- ☐ Accept the Best Offer: Once you're comfortable with an offer, formally accept it and move forward.

INSPECTION + REPAIRS

- ☐ Prepare for the Home Inspection: provide access to utilities and key areas (attic, basement).
- ☐ Review Inspection Results: Be ready to negotiate any requests from the buyer based on the inspection findings.
- ☐ Make agreed upon repairs. Save receipts!

CLOSING

- ☐ Your Closing Attorney will prepare the title search, deed, and transfer documents.
- ☐ Transfer Utilities & leave any keys, garage remotes, and instruction manuals for the buyer. Move Out!
- ☐ Review & Sign Closing Documents:

At a time when housing inventory was low, Kristen helped us both sell and then buy our new home. She is an amazing Realtor and an amazing human being. She is hardworking and a true professional. We wholeheartedly recommend her if you need an agent.
-Christine

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