

# HOME SELLING CHECKLIST

## 12 WEEKS BEFORE SELLING

- Interview Real Estate Agents**  
Find a pro who has a proven track record and inspires you with confidence.
- Outline a Plan**  
Work with your agent to set priorities so you can focus on knocking out one task at a time.
- Declutter**  
Decide what you can live without until your home sells, then pack it up and move it out.

## 8-12 WEEKS BEFORE SELLING

- Hire a Home Inspector**  
Identify issues now and work them into your budget. You don't want surprises that will wreck your deal later.
- Tackle Repairs**  
Your agent can help you decide how to get the most bang for your fix-it dollars.
- Consider Curb Appeal**  
Uproot weeds, trim overgrown shrubs, and mulch the garden. Power wash concrete, brick, and siding. Clean your windows and doors.

## 4-8 WEEKS BEFORE SELLING

- Stage Your Place**  
Create a space that potential buyers could envision as their own. Highlight your home's best features, especially in kitchens and bathrooms.
- Depersonalize**  
Relocate or find stylish storage for personal items like your collectibles, children's toys, and family photos.
- Repaint to Natural**  
Scan the house for rooms with dark, bright, or trendy colors. Repaint the rooms with grey or beige.

## 1-2 WEEKS BEFORE SELLING

- Deep Clean**  
Shine every surface until it sparkles. Hire a pro to make carpets and rugs look (and smell) new.
- Apply Finishing Touches**  
Get your home picture-perfect so your photographer can capture it in the best light possible. Add some plants.
- Prepare for Open Houses**  
Bake some cookies and light some candles. Hide your valuables.

## DOCUMENTS TO HAVE READY

- Listing Agreement**
- Sales Contract**
- Deed or Trust**
- Mortgage Documents**
- Ownership Documents**
- Homeowners Association Paperwork**
- Homeowners Insurance Information**
- Property Disclosure Statement**
- Property Surveys**
- Property Tax Records**
- Renovation Records**
- Inspection Records**
- Utility Records**
- Appliance Manuals/Warranties**