



— THE COMPLETE — HOME-SELLING PREPARATION CHECKLIST

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Start with a Plan

A well-prepared home can photograph better, show more confidently, and give buyers fewer reasons to hesitate. Use this checklist as a practical starting point, then tailor the plan to your property, timeline, and market.

Before spending money on updates, schedule a seller consultation. Some improvements can help your presentation; others may not deliver enough value to justify the cost.

Goals, Timing & Logistics

- ☐ Identify your preferred listing date and ideal closing timeline.
- ☐ Discuss whether you will need to sell before purchasing your next home.
- ☐ Determine whether the home will be occupied, vacant, or partially furnished while listed.
- ☐ Create a plan for pets, children, work schedules, and showing availability.
- ☐ Begin gathering estimates for moving, storage, repairs, and professional services.
- ☐ Confirm how much notice you will need before showings.

Documents to Gather

- ☐ Most recent survey, if available.
- ☐ Property tax information and current mortgage or payoff details.
- ☐ HOA or condominium documents, contact information, fees, and application requirements.
- ☐ Permits, receipts, warranties, and dates for major improvements or replacements.
- ☐ Insurance information, wind-mitigation report, four-point inspection, and elevation certificate, if applicable.
- ☐ Utility averages and service-provider information.
- ☐ Known lease, solar, security, water-treatment, or equipment agreements that may affect the sale.

Exterior & Curb Appeal

- ☐ Pressure-wash the driveway, walkway, entry, lanai, and exterior surfaces as needed.
- ☐ Trim landscaping, remove weeds, refresh mulch, and replace unhealthy plants.
- ☐ Clean the roof and gutters only with methods appropriate for the materials.
- ☐ Touch up peeling paint, damaged trim, screens, gates, and fencing.
- ☐ Clean exterior windows, lighting, house numbers, mailbox, and front-door hardware.
- ☐ Arrange outdoor furniture neatly and remove worn, oversized, or unnecessary items.
- ☐ Check the pool, spa, cage, equipment, and water appearance.
- ☐ Add one simple, welcoming detail near the entry without overcrowding it.

Whole-Home Preparation

- ☐ Remove excess furniture so rooms and walkways feel open.
- ☐ Pack personal collections, excess decor, and highly personal photographs.
- ☐ Organize closets, cabinets, pantry shelves, garage storage, and utility areas.
- ☐ Deep-clean floors, baseboards, doors, windows, fans, vents, and light fixtures.
- ☐ Replace burned-out bulbs and use consistent light temperatures where possible.
- ☐ Repair visible wall damage, loose handles, sticking doors, and dripping fixtures.
- ☐ Neutralize strong odors rather than covering them with heavy fragrance.
- ☐ Remove valuables, prescription medications, sensitive documents, and firearms from view.

Living & Dining Areas

- ☐ Create clear furniture groupings that show the purpose and scale of each room.
- ☐ Remove oversized furniture, extra side tables, and visual clutter.
- ☐ Style surfaces simply with a few coordinated accessories.
- ☐ Open curtains and blinds; clean windows and glass doors.
- ☐ Conceal cords, remotes, pet items, exercise equipment, and everyday clutter.
- ☐ Confirm fireplaces, built-ins, sliding doors, and lighting operate properly.

Kitchen

- ☐ Clear most items from countertops, including small appliances and dish racks.
- ☐ Clean cabinets, hardware, appliances, backsplash, sink, and grout.
- ☐ Organize the pantry and remove excess items from cabinets buyers may open.
- ☐ Replace visibly damaged caulk and address leaking faucets or disposal issues.
- ☐ Remove magnets, paperwork, and personal items from the refrigerator.
- ☐ Use one simple styling moment, such as a bowl, plant, or place setting.

Bedrooms & Flexible Spaces

- ☐ Use clean, coordinated bedding and minimize decorative pillows.
- ☐ Clear nightstands and dressers of personal items.
- ☐ Organize closets so storage capacity is easy to see.
- ☐ Give offices, dens, bonus rooms, and flex spaces one clear purpose.
- ☐ Remove bulky furniture that makes a room appear smaller.

Bathrooms & Laundry

- ☐ Deep-clean showers, tubs, toilets, mirrors, grout, and glass.
- ☐ Repair dripping faucets, running toilets, loose hardware, and damaged caulk.
- ☐ Clear counters and store daily toiletries out of sight.
- ☐ Display fresh, neutral towels and a minimal amount of decor.
- ☐ Organize linen storage, laundry shelves, and cleaning supplies.
- ☐ Remove bath mats and toilet-seat covers for photography and showings.

Maintenance & Florida Readiness

- ☐ Service the HVAC system and replace filters if needed.
- ☐ Confirm the age and condition of the roof, water heater, electrical panel, and major systems.
- ☐ Look for visible moisture, staining, damaged drywall, or signs of active leaks.
- ☐ Check windows, doors, locks, screens, shutters, and impact-glass documentation.
- ☐ Address plumbing leaks, slow drains, loose toilets, and damaged supply lines.
- ☐ Test smoke alarms, carbon-monoxide alarms, outlets, fans, and exterior lighting.
- ☐ Gather septic, well, irrigation, pool, pest-control, and termite records when applicable.
- ☐ Review open permits or unpermitted improvements with the appropriate professionals.

Florida buyers and insurers may pay close attention to roof age, electrical systems, plumbing, HVAC, wind protection, flood information, and insurability. Address questions early so they do not become avoidable surprises later.

Photography & Video Day

- ☐ Complete all cleaning, repairs, lawn service, and staging before the appointment.
- ☐ Remove vehicles from the driveway and garage entrance.
- ☐ Open window treatments and turn on every appropriate interior light.
- ☐ Hide trash cans, cleaning products, pet supplies, toiletries, and countertop clutter.
- ☐ Close toilet lids and straighten towels, bedding, rugs, pillows, and chairs.
- ☐ Remove pool-cleaning equipment, garden hoses, and unnecessary outdoor items.
- ☐ Secure pets and arrange to be away while photography and video are completed.

Showing-Ready Routine

- ☐ Make beds and clear kitchen and bathroom counters.
- ☐ Wash and put away dishes; empty visible trash bins.
- ☐ Open blinds or curtains and turn on lights before leaving, when requested.
- ☐ Set the thermostat to a comfortable temperature.
- ☐ Secure pets and remove litter boxes, bowls, beds, and waste when practical.
- ☐ Store valuables, mail, keys, financial documents, and medications securely.
- ☐ Check for odors from cooking, pets, laundry, drains, or damp areas.
- ☐ Leave the home before buyers arrive and allow them to tour privately with their agent.

Final 24-Hour Listing Check

- ☐ Confirm the property description, included items, exclusions, and showing instructions.
- ☐ Verify room use, special features, upgrades, and improvement dates.
- ☐ Confirm HOA, condominium, community, lease, and gate-access information.
- ☐ Place keys, remotes, manuals, warranties, and access instructions in an agreed location.
- ☐ Review the communication plan for showing feedback, activity updates, and pricing discussions.
- ☐ Confirm the launch schedule for MLS, photography, video, social media, agent outreach, signage, and open houses.

Questions for Your Seller Consultation

- ☐ Which repairs or improvements are most important for my specific home?
- ☐ What should I avoid spending money on before listing?
- ☐ How does my home compare with current competition and recent sales?
- ☐ What pricing and positioning strategy gives us the strongest launch?
- ☐ What is the recommended timeline from preparation through closing?

Ready for a Personalized Selling Plan?

Before you invest time or money in preparing your home, let's identify the updates that are most likely to matter for your property and today's Greater Sarasota market.

CALL OR TEXT

941-210-2629

This checklist provides general preparation guidance and is not a substitute for professional inspection, legal, tax, insurance, or contracting advice. Recommendations should be tailored to the property and current market conditions.