

PREPARATION

The easy stuff first

None of this is exciting and all of it matters more per dollar than anything in the next section. Most of it costs a weekend and a few hundred dollars.

SELLER TOOL · PRE-LISTING CHECKLIST

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| ☐ Declutter, then declutter again | ☐ Depersonalize (photos, mail, medications) |
| ☐ Professional deep clean | ☐ Wash every window, inside and out |
| ☐ Deal with odors honestly | ☐ Every bulb working, matched color temperature |
| ☐ Fresh, neutral bedding | ☐ Patch and touch up drywall |
| ☐ Tighten every loose handle and knob | ☐ Replace broken switches and plates |
| ☐ Doors that latch and don't stick | ☐ Touch up baseboards and trim |
| ☐ Clear the entry and walkways | ☐ Tidy and light the mechanical room |
| ☐ Clean and stage the deck | ☐ Garage swept and organized |

On depersonalizing

Buyers need to imagine themselves in the space, and that is harder when they are looking at someone else's life. This is not a judgment about your taste. And you may think your crochet is nice. It's time to put it in storage.

TUCKER'S TIP

The mechanical room is the most under-rated room in the house. A clean, well-lit mechanical room with labeled shutoffs tells a buyer more about how the property has been cared for than any disclosure form.