

HOME SELLER CHECKLIST

A practical guide to preparing your home, presenting it well, and moving toward a successful sale.

01	Prepare the property
02	Handle repairs & details
03	Plan for photos & showings
04	Gather important information
05	Get ready for the market

Nancy Kramer, REALTOR®
Root & Branch Realty Group
Central Oregon

NancyKramerRealEstate.com | (757) 634-1009

1. Start With the Big Picture

You do not have to make your home look brand-new. The goal is to make it easy for buyers to see the home clearly, understand how the spaces work, and feel confident that the property has been cared for.

- ☐ Walk through the home as though you were seeing it for the first time.
- ☐ Identify obvious repairs, unfinished projects, and maintenance items.
- ☐ Decide what will be repaired before listing and what will be disclosed or sold as-is.
- ☐ Begin removing items you will not need before the move.
- ☐ Set aside valuables, medications, financial papers, firearms, and other sensitive items before showings begin.

Spend where it matters. Before investing heavily in updates, talk with your real estate professional. Some improvements help marketability; others may cost more than they add to the sale.

2. Declutter & Simplify

- ☐ Clear kitchen and bathroom counters as much as practical.
- ☐ Thin out closets and storage areas so buyers can see the available space.
- ☐ Remove excess furniture that makes rooms feel crowded.
- ☐ Pack highly personal collections and excess decor.
- ☐ Organize the garage, shop, sheds, and other storage spaces.
- ☐ Remove or neatly contain pet supplies, toys, litter boxes, and feeding areas.

The goal is not to erase every sign that you live there. It is to reduce visual distraction and make the home's space and features easier to appreciate.

3. Clean, Repair & Refresh

Small maintenance issues can attract outsized attention during a showing. Buyers may reasonably wonder what else has been deferred when they see several easy-to-fix problems.

Interior

- ☐ Replace burned-out light bulbs and make sure fixtures work.
- ☐ Repair loose handles, sticking doors, dripping faucets, and other obvious minor defects.
- ☐ Touch up conspicuous scuffs or damaged paint where practical.
- ☐ Clean windows, mirrors, appliances, floors, baseboards, and high-touch surfaces.
- ☐ Address noticeable odors rather than trying to cover them with strong fragrance.
- ☐ Make sure heating, cooling, plumbing, and other systems are operating as expected.

Exterior & curb appeal

- ☐ Mow, trim, weed, rake, or otherwise tidy landscaping for the season.
- ☐ Remove debris and unnecessary items from porches, decks, driveways, and yards.
- ☐ Make the front entry clean and welcoming.
- ☐ Check exterior lights and visible house numbers.
- ☐ Clean up pet waste and secure animals appropriately for showings.
- ☐ For rural property, make access, gates, outbuildings, wells, tanks, and other property features reasonably easy to identify and inspect.

Central Oregon reality: Seasonal dust, wildfire smoke, snow, irrigation, acreage, wells, septic systems, outbuildings, and unpaved access can all affect how a property presents. We work with the property you actually have - not an imaginary suburban checklist.

4. Get Ready for Photos & Showings

Your listing photos are often a buyer's first showing. Prepare the home before photography rather than assuming things can be fixed later.

- ☐ Open blinds or curtains where the view and light are an asset.
- ☐ Make beds and straighten bedding.
- ☐ Remove dish racks, excess countertop appliances, toiletries, trash cans, and cleaning supplies where practical.
- ☐ Turn off televisions and computer monitors.
- ☐ Hide cords and chargers that create visual clutter.
- ☐ Remove vehicles, garbage cans, hoses, tools, and other distractions from key exterior photo areas when possible.
- ☐ Discuss pets and showing arrangements before the listing goes active.

Before each showing

- ☐ Straighten rooms and clear obvious clutter.
- ☐ Open window coverings and turn on lights as appropriate.
- ☐ Adjust temperature so the home is comfortable.
- ☐ Secure pets according to the showing plan.
- ☐ Leave the property whenever possible so buyers can look and talk freely.

Do not chase perfection. A clean, well-presented, appropriately priced home is more important than creating a house that no longer feels livable while it is on the market.

5. Gather Property Information

Having important information available early can make the listing process smoother and help answer buyer questions accurately.

- ☐ Recent property tax information and any relevant assessments.
- ☐ HOA, POA, road association, or other community documents and fees, if applicable.
- ☐ Receipts, permits, warranties, or records for significant improvements when available.
- ☐ Age or service information for major systems and appliances when known.
- ☐ Utility and service-provider information that may be useful to a buyer.
- ☐ Keys, remotes, gate information, alarm instructions, and access details.
- ☐ Information about leased equipment, solar agreements, propane tanks, or other property-specific arrangements.

For land & rural property

- ☐ Well logs, water-quality tests, shared-well agreements, or other water information when available.
- ☐ Septic permits, reports, pumping/service records, or related documents.
- ☐ Road maintenance or access agreements.
- ☐ Survey, easement, zoning, land-use, or water-right information you already have.
- ☐ Information about irrigation, fencing, outbuildings, utilities, and service availability.

6. Before the Listing Goes Live

- ☐ Review the pricing and marketing strategy.
- ☐ Review the listing information for accuracy.
- ☐ Discuss showing instructions and notice requirements.
- ☐ Decide how offers will be communicated and reviewed.
- ☐ Know what items are included, excluded, or negotiable in the sale.
- ☐ Make a plan for keeping the property reasonably showing-ready.

Good preparation does not mean hiding problems. Sellers should answer disclosure questions carefully and honestly. When you are unsure how to answer a legal, tax, title, condition, or disclosure question, get advice from the appropriate qualified professional.

THINKING ABOUT SELLING?

Every property is different. Before you spend money fixing, replacing, painting, staging, or updating, let's talk about what is likely to matter to buyers in your market - and what probably isn't.

Nancy Kramer, REALTOR®

Root & Branch Realty Group

(757) 634-1009

realtornancykramer@gmail.com

NancyKramerRealEstate.com

Oregon Real Estate License #200609066

This checklist is for general educational purposes and is not legal, tax, inspection, repair, contracting, title, or other professional advice. Property conditions and transactions vary. Consult the appropriate licensed or qualified professional for advice specific to your property and circumstances.