

Home Sale Prep Checklist

3-6 MONTHS BEFORE LISTING

1. Find a Real Estate Agent:

- Choose a proactive real estate agent with local expertise.

2. Market Research:

- Work with your agent to understand the local real estate market, recent sales, and current trends.

3. Set a Realistic Price:

- Determine a competitive listing price based on market research.

4. Declutter:

- Start decluttering your home. Remove personal items, excess furniture, and any items you won't be taking with you.

5. Repairs and Maintenance:

- Identify and address any needed repairs, such as leaky faucets, electrical issues, or roofing problems.

6. Deep Cleaning:

- Give your home a thorough cleaning, including carpets, windows, and any areas that have been neglected.

7. Curb Appeal:

- Enhance your home's curb appeal with landscaping, a fresh coat of paint, and tidy outdoor spaces.

2-3 MONTHS BEFORE LISTING

1. Staging:

- Consider professional staging or rearrange furniture to make your home look appealing.

2. Painting:

- Repaint rooms with neutral colors to create a fresh and clean appearance.

3. Minor Upgrades:

- Make and necessary minor upgrades like updating light fixtures, cabinet hardware, or faucets.

4. Home Inspection:

- Consider a pre-listing professional home inspection to address issues beforehand.

5. Title V Inspection:

- Hire a professional septic company to inspect your septic system and provide a passing Title V certificate(Required by MA law.

6. Well Water Quality Testing:

- Hire a professional well company to test your water quality and provide results.

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4-6 WEEKS BEFORE LISTING

1. Photography and Videos:

- Hire a professional photographer to take high-quality photos and create a video tour and virtual floor plan.

2. Create a Home Brochure:

- Compile a brochure with information about the home, including upgrades, neighborhood features, and local schools.

3. Gather Documents:

- Organize important documents, including warranties, property surveys, and utility bills.

4. Small Repairs:

- Address any minor repairs that were identified during the pre-listing inspection.

2-3 WEEKS BEFORE LISTING:

1. Set a Listing Date:

- Work with your agent to set a date for listing your home.

2. Finish Repairs:

- Ensure all major repairs are completed.

3. Clean and Declutter Again:

- Give your home a final deep cleaning and decluttering.

4. Photograph the Yard:

- Take seasonal photos of your yard and outdoor spaces for online listings.

5. Homeowner's Association:

- Gather information on HOA fees, rules, and regulations if applicable.