THE SELLER PREP CHECKLIST

What to do before your home hits the market in Rutland County

THE FORMULA: RIGHT PRICE + PROFESSIONAL PHOTOS + AN AGENT WHO SHOWS UP

Prep is what makes the photos work. Most of this is free. All of it pays you back.

OUTSIDE: THE FIRST 10 SECONDS

- [ ] Mow, edge, and rake. A tidy yard tells buyers the house is cared for before they reach the door.
- [ ] Clear the driveway and walkways. Move extra vehicles, trailers, and equipment out of view.
- [ ] Sweep the porch and steps. Clean the front door and check that the doorbell works.
- [ ] Put trash and recycling bins out of sight, and roll hoses and tools into the garage or shed.
- [ ] Winter: keep the walkway shoveled and sanded, and make sure the house is warm for showings.

INSIDE: THE BIG FIVE

- [ ] Declutter hard. Take about half of what is on the counters, shelves, and floors and box it up.
- [ ] Deep clean, especially the kitchen and bathrooms. Clean is the thing buyers feel in their gut.
- [ ] Replace every dead bulb, and keep the tone consistent from room to room.
- [ ] Fix the small stuff: drippy faucets, sticky doors, loose handles, cracked switch plates.
- [ ] Take down most family photos and put valuables and medications away.

KITCHEN AND BATHROOMS

- [ ] Counters nearly bare: appliances away, dish rack gone, one plant or bowl of fruit is plenty.
- [ ] Fresh hand towels out, trash emptied, toilet lids down, shower and tub scrubbed.

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SMELL CHECK

- [ ] Skip the heavy plug-ins and candles. They make buyers wonder what you are covering up.
- [ ] Open the windows for 10 minutes before photos and showings when the weather allows.
- [ ] Litter boxes, pet beds, and food bowls out of sight for photos and showings.

PHOTO DAY

- [ ] Cars out of the driveway, garage doors closed, yard toys and tools put away.
- [ ] Beds made, blinds and curtains open, every light in the house on.
- [ ] Pets out of the house if you can. It makes the shoot faster and the photos better.

SHOWING READY: THE 15 MINUTE RESET

- [ ] Counters wiped, dishes in the dishwasher, beds made, bathroom towels straight.
- [ ] Trash out, lights on, thermostat comfortable, pets and their gear tucked away.

SKIP THESE

- [ ] Do not start a renovation before we talk. Most big projects do not pay back before a sale.
- [ ] Do not hide problems. Vermont has a seller disclosure for a reason, and surprises kill deals.
- [ ] Do not pick a price because it is what you need. Price is a strategy, not a hope.

Not sure where your house lands? That is what the walkthrough is for.

WANT A SECOND SET OF EYES BEFORE YOU START?

Book a free seller walkthrough. I will come through, tell you what matters and what to skip, and give you an honest read on price. Call or text 802-384-0155.

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