



Repairs Worth Doing First

These are the ones buyers notice and inspectors write up.

- ☐ Dripping faucets and running toilets
- ☐ Doors and windows that stick or will not latch
- ☐ Burned out light bulbs, inside and out
- ☐ Loose railings, deck boards, and steps
- ☐ Furnace serviced, and keep the receipt to show buyers
- ☐ Gutters cleaned and draining away from the foundation
- ☐ Anything that leaks, drips, or leaves a stain

Declutter and Depersonalize

- ☐ Family photos and personal items packed away
- ☐ Closets thinned out, buyers open them
- ☐ Kitchen and bathroom counters cleared
- ☐ Garage, shed, and outbuildings cleaned out too
- ☐ Anything you are taking with you removed or clearly labeled

If a light fixture, appliance, or piece of furniture is not staying with the house, deal with it before photos. It saves an awkward conversation during negotiation.

Deep Clean

- ☐ Windows, inside and out
- ☐ Floors, baseboards, and corners
- ☐ Kitchen appliances, including inside the oven and refrigerator
- ☐ Bathrooms, including grout and fixtures
- ☐ Pet areas, litter boxes, and bedding

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On smells. Pets, smoke, and cooking are the three buyers notice most, and the people who live there stop noticing them entirely. Ask someone who does not live in your home to walk through and tell you honestly. Skip the plug in air fresheners, they read as covering something up.

Before Every Showing

- ☐ All lights on, including closets and basement
- ☐ Blinds and curtains open
- ☐ Pets and pet gear out of the house if possible
- ☐ Trash emptied
- ☐ Thermostat set somewhere comfortable
- ☐ Dishes done, beds made, floors clear
- ☐ Toilet lids down

Questions We Get Often

Should I renovate before listing? Usually not. Fresh paint and a deep clean return more than a kitchen remodel does, and a remodel done to sell rarely matches what the buyer would have picked anyway.

What if I cannot fix everything? Tell us what you are leaving undone. We would rather price and market around a known issue than have it surface during inspection.

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Confidential Conversations Welcome

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