

Get Your House Ready to Sell

A 6 week plan, a room by room list and a prep budget tracker.

Your first weeks on the market matter most. Use this checklist so your home is ready on day one.

6 week timeline

- ☐ Week 6: pricing review with recent sold homes, set goals, fix list, gather paperwork
- ☐ Week 5: declutter, pack personal items, sort keep, donate and toss
- ☐ Week 4: small repairs, neutral paint touch ups, safety fixes, book contractors
- ☐ Week 3: deep clean, floors and carpets, remove odors
- ☐ Week 2: curb appeal, stage the living room, primary bedroom and kitchen, maximize light
- ☐ Week 1: final clean, professional photos, final price and listing text, plan showings

Room by room

- ☐ Exterior: clean the front door, fix lights and railings, mow, trim, mulch, power wash, clear gutters
- ☐ Living room: remove extra furniture, clean windows, pack personal photos
- ☐ Kitchen: clear counters, clean oven and fridge, fix loose hardware and drips
- ☐ Primary bedroom: neutral bedding, clear nightstands, partly empty closet
- ☐ Bathrooms: scrub grout, replace worn caulk, fresh towels, fix leaks
- ☐ Other spaces: give each room a purpose, clear garage and basement storage

Paperwork to gather

- ☐ Deed and mortgage payoff information
- ☐ Property tax and utility bills
- ☐ Permits and receipts for past work
- ☐ Warranties and manuals for the roof, HVAC and appliances
- ☐ HOA documents, if any
- ☐ Seller disclosure or disclaimer forms for my state
- ☐ Built before 1978: lead paint records

Prep budget tracker

Project	Estimate	Actual	Done
Deep clean			
Paint touch ups			
Small repairs			
Landscaping and curb appeal			
Staging or decor			
Professional photos			
Other			
Total			

Before I list

- ☐ Price based on recent sold homes, not only asking prices
- ☐ Showings are easy to book and the home stays tidy daily
- ☐ Ask my agent whether a pre listing inspection makes sense
- ☐ Ask which repairs matter for VA and other loan buyers

Want help deciding what to fix?

Talk to the Gladden Global Network team. We will walk through your home and build a plan for strong offers.

Email

info@thegladdenglobal.com

Phone

(410) 204-4070

Location

Odenton, Maryland

Veterans and service members: connect with others in our Global community at gladdenglobalnetwork.com/military-veteran-global-community/

This checklist is a general guide, not legal advice. Disclosure rules vary by state. Talk to your agent or a real estate attorney.