

GET YOUR HOME READY TO LIST

A one-page checklist for sellers of older East Bay homes. Start in November, list in the new year.

1. Know your number

Find out what your home is worth from real sold homes, not a guess. You can't plan your sale or your next move without it.

2. Order a pre-listing inspection

If your home is older, a pre-listing inspection is a must. It shows you what's there, so nothing surprises you in the middle of the sale.

3. Make the repairs

Fix the small things buyers notice: a loose handrail, peeling paint, a sticky door, a window that won't close, a dripping faucet.

4. Lighten, brighten, clean

Open the curtains and blinds. Replace burned-out bulbs with matching, fully bright ones. Have the windows professionally cleaned and the exterior power washed. Nothing beats a clean home, in and out.

5. Let buyers see the home

Paint over bold colors in a neutral shade and clear the surfaces and closets, so buyers see the home, not the belongings or the memories. It's not about erasing your life. It's about getting your home sold.

6. Line up photos, video, and cleaning

Book them before the holidays get busy.

7. Work backward from your list date

Pick the date you want to list, then set each step to finish before it.

NEXT STEP: **Want a buyer's-eye walk through your home? Text me at 415-722-0472**



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