



PRE-LISTING PREP CHECKLIST

Everything to tackle before your home hits the market



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Getting Ready to List

A little preparation goes a long way toward a faster sale and a stronger price. Use this checklist in the weeks before your home hits the market — work through it at your own pace, and reach out anytime you want a second opinion on what's worth doing.

Tip: You don't need to do everything on this list. We'll walk your home with you and help prioritize what actually moves the needle for your price point and neighborhood.

Declutter & Depersonalize

Buyers need to picture themselves living in the space — that's hard to do around someone else's stuff.

- ☐ Clear countertops in the kitchen and bathrooms down to just a few essentials
- ☐ Pack away family photos, personal collections, and religious or political items
- ☐ Thin out closets by at least a third — buyers will open every door
- ☐ Remove excess furniture to make rooms feel larger
- ☐ Clear out the garage, attic, and basement of anything you won't need before moving
- ☐ Box up out-of-season clothing and store off-site if possible

Repairs & Maintenance

Small, visible fixes reassure buyers that the home has been well cared for — and head off objections during inspection.

- ☐ Patch nail holes and touch up paint (neutral tones sell best)
- ☐ Fix leaky faucets, running toilets, and squeaky doors
- ☐ Replace burnt-out lightbulbs and any cracked switch plates or outlet covers
- ☐ Test smoke and carbon monoxide detectors; replace batteries
- ☐ Repair or replace damaged window screens
- ☐ Caulk around tubs, sinks, and windows where it's cracked or missing
- ☐ Service the furnace/AC and change the filter
- ☐ Clean or replace gutters, and check for any visible roof issues

Curb Appeal

First impressions start at the curb — often before a buyer even gets out of the car.

- ☐ Mow the lawn, edge walkways, and trim overgrown bushes
- ☐ Add fresh mulch to garden beds
- ☐ Power-wash the driveway, walkway, and siding
- ☐ Clean or replace a worn welcome mat
- ☐ Touch up or repaint the front door if it's faded or scuffed
- ☐ Make sure house numbers are visible and in good condition
- ☐ Remove any yard clutter — toys, hoses, trash cans — before showings and photos

Deep Clean

- ☐ Wash windows inside and out
- ☐ Steam-clean carpets and rugs
- ☐ Deep-clean kitchen appliances, inside and out
- ☐ Scrub grout and caulk in bathrooms
- ☐ Dust light fixtures, ceiling fans, and baseboards
- ☐ Clean out the refrigerator and pantry (buyers look!)
- ☐ Address any pet odors — this is one of the top turn-offs for buyers

Staging & Photography Prep

Professional photos are often a buyer's very first impression of your home — make sure it's camera-ready.

- ☐ Open all blinds and curtains to let in natural light
- ☐ Turn on every light in the house, including closets
- ☐ Set the table or add a simple centerpiece in the dining room
- ☐ Add fresh towels in bathrooms and make all beds
- ☐ Put away pet bowls, litter boxes, and toys before photos
- ☐ Hide trash cans, cords, and chargers from view
- ☐ Consider a few fresh flowers or greenery for a lived-in, welcoming feel

Showing-Ready Logistics

Once you're on the market, a little daily upkeep keeps you ready for last-minute showing requests.

- ☐ Keep a "go bag" system — a laundry basket to quickly clear counters before a showing
- ☐ Take pets with you or arrange for them to be out during showings
- ☐ Leave lights on and blinds open when you leave for a showing
- ☐ Keep a light, neutral scent — avoid strong air fresheners or cooking odors
- ☐ Leave a light on for evening showings and keep pathways clear of ice or leaves

Ready to Talk Numbers?

Once your home is show-ready, the next step is understanding what it's worth in today's market. We're happy to walk through your home in person and put together a free, no-obligation pricing consultation.

Reach out anytime to schedule a walkthrough:

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