



LEGACY CHECKLIST · ABOUT 2 MINUTE READ · FREE

SELLER'S **PREPARATION** GUIDE

What to do before the sign goes in the yard. Walk the home with your agent first, then work the list.

Read it online, with the latest updates, at legacyrep.co/guides/sellers-prep

DECLUTTER AND DEPERSONALIZE

- ☐ **Decide whether you need a dumpster or a storage unit.** Most homes need more clearing out than the owner thinks, and it is genuinely hard to judge your own clutter. Plan on a weekend or two. When we walk the home together we will tell you honestly what has to go before photos and what can stay, and help you line up the dumpster or storage so it is not all on you.
- ☐ **Clear counters, closets, and surfaces.** Buyers open closets and picture their own things, so half-empty space reads as larger. Aim for lived-in but barely. We will point out the rooms that need it most.
- ☐ **Take down the personal photos and the very personal decor.** You want buyers imagining their life here, not studying yours. It feels strange to depersonalize a home you love, and that is normal. We will tell you how far to take it.

CLEAN AND REPAIR

- ☐ **Deep clean top to bottom.** Plan for a serious clean or a one-time pro service, because clean photographs and shows far better than tidy-but-grimy. Kitchens and bathrooms matter most. Ask us for a cleaner if you would rather not.

- ☐ **Fix the small visible things.** A dripping faucet, sticky door, burnt-out bulbs, scuffed switch plates: each is small, but together they whisper deferred maintenance. A Saturday handles most of it. We will flag the ones buyers actually notice.
- ☐ **Touch up or repaint where it shows.** Fresh neutral paint is one of the highest-return moves you can make, and tired or bold colors cost you. You do not need the whole house, just what shows. We will tell you which walls are worth it.
- ☐ **Handle the repairs worth handling, and skip the ones that are not.** Some fixes pay you back and some never do, and it is easy to overspend on the wrong ones. This is exactly what the pre-listing walk-through is for: we tell you what is worth your money at your price point and what to leave alone.

CURB APPEAL

- ☐ **Tidy the yard and make the entry inviting.** Trim, mulch, sweep, and freshen the front door, because the first impression happens before anyone steps inside, online and at the curb. A weekend of yard work moves the needle. We will tell you where the photos will start.

GET READY TO LIST

- ☐ **Gather your documents.** Pull recent utility costs, appliance manuals, warranties, and any HOA info, because buyers and their agents will ask. Having them ready keeps the deal moving. We will tell you exactly what to collect.
- ☐ **Get ready for the seller's disclosure.** In Michigan you will note the home's known conditions, and the honest path protects you later. Jot down anything you are aware of now so it is not a scramble. We will walk you through the form.
- ☐ **Stage the key rooms and be photo-ready before the photographer arrives.** The living room, kitchen, and primary bedroom carry the listing, so light them and clear them off. Photos are the first showing for almost every buyer. We schedule photos only once it is truly ready.

WHERE TO START

START THE CONVERSATION

Tell us where you are and what you are trying to do. We will bring the plan.

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