

# HOME SELLER CHECKLIST

First impressions start at the mailbox and lead to the front door.  
Curb appeal is essential, but the details matter too—buyers notice everything.

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## ESSENTIAL REPAIRS

### (DO THESE BEFORE ANYTHING ELSE)

- Fix any active or past water leaks (roof, plumbing, windows, foundation) and repair all related damage.
- Prime and repaint any past water-stained areas so buyers don't assume the issue is ongoing.
- Replace any damaged drywall or trim caused by moisture.
- Ensure front and back door locks work properly and latch smoothly.
- Repair or replace sticky deadbolts, loose handles, or keys that don't turn easily.
- Fix squeaky hinges, loose cabinet pulls, cracked switch plates, or broken blinds.
- Repair dripping faucets, running toilets, and slow drains.
- Patch dents, fill nail holes, and touch up wall scratches.
- Create a 'Home Value & Update Summary Packet' including: update dates, warranties, receipts, permits, major system replacements, landscaping improvements, pest/termite records, and waterproofing documentation.
- This packet will also help you and your CPA prepare next year's taxes when determining potential capital gains, cost basis adjustments, and allowable improvements.
- If you have a stucco home, address any issues by getting an inspection and making repairs. Provide this report to the buyer.
- Go into your basement – declutter, look for mold on stored items or in dark and unused areas.

## HIGH IMPACT UPDATES

- Renovated kitchen with quartz, quartzite, or granite countertops. Updated appliances.
- Updated primary suite with modern finishes.
- Updated secondary baths with neutral fixtures.
- Refinished hardwood floors or added hardwoods.
- Minimize carpet where possible.
- Updated lighting throughout.

## SYSTEMS CHECKLIST

- Roof inspection and replacement if the roof is more than 15 years old (big red flag for buyers + insurers).
- HVAC servicing or replacement if aging.
- Water heater inspection or replacement.
- Electrical panel inspection.
- Plumbing updates and leak prevention.
- Test smoke and CO detectors.

## FIRST IMPRESSIONS CHECKLIST

- Deep clean the entire home.
- Declutter closets, cabinets, and storage spaces.
- Power-wash exterior surfaces.
- Freshen the landscaping and replace mulch or pine straw.
- Repair gutters, downspouts, and exterior trim.
- Paint the interior with neutral, buyer-friendly colors.

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