

A COMPANION TO "YOUR HALF OF THE SALE"

The Seller's Checklist

*A few simple things you can do to help your home sell for
the most money, in the least time.*

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YOUR HALF OF THE SALE, AT A GLANCE

A handful of simple things on your end that help your home sell well. Your agent carries the rest.

BEFORE IT LISTS

☐ **Get it ready for photo day.**

Those photos are the most-seen version of your home. A little prep makes every room shine. (Ask your agent for our *Upstage* guide, which walks you through each room.)

☐ **Sniff-test for smells you've stopped noticing.**

You go nose-blind to pets, cooking, and smoke. Buyers catch it in seconds, so ask someone honest to check.

☐ **Fix the little annoyances.**

A sticky door or a running toilet makes buyers wonder what bigger things got skipped.

☐ **Gather receipts, warranties, and permits.**

Proof that the roof, HVAC, or a remodel was done right smooths the appraisal and the inspection later.

☐ **Jot down what you love about living here.**

The morning light, the quiet street, the good neighbors. Your agent turns it into marketing, and buyers buy the feeling too.

☐ **Capture the home in its other seasons.**

A few photos of the garden in bloom or the fireplace lit help buyers who tour in the off-season.

☐ **Make a plan to keep it show-ready.**

Buyers only ever see your home the way it looks the moment they walk in.

☐ **Share the listing the day it goes live.**

Post it once on social and drop it in your group chats. The buyer is often a friend of a friend.

☐ **Do a five-minute reset each morning.**

Beds made, counters clear, blinds open, lights on. Keep one basket for the clutter.

☐ **Keep the outside tidy even when nothing's booked.**

Plenty of buyers do a quiet drive-by before they ever ask to come inside.

☐ **Move the cars out of the driveway and garage.**

An empty drive looks bigger, and it lets buyers pull in and picture it as theirs.

☐ **Remember that buyers open everything.**

Tidy the insides of closets, cabinets, even the fridge. A stuffed closet reads as not enough storage.

☐ **Put away valuables, medicines, and mail.**

Strangers are walking through, so this is about safety as much as tidiness.

☐ **Turn off or disclose indoor cameras during showings.**

Buyers who feel recorded won't talk freely, and their honest reactions to each other are where offers begin.

☐ **Say yes to showings, even last-minute ones.**

The buyer who can't get in today often buys the one down the street that let them in.

☐ **Step out while buyers walk through.**

People relax and picture their own life in a home when it's theirs to wander.

☐ **Keep your agent in the loop.**

Pass along questions and feedback. The small notes help your agent steer.

ONCE AN OFFER COMES IN

☐ **Reply to your agent quickly.**

Things move fast near the finish, and a quick answer keeps everything rolling.

☐ **Start planning your move now.**

Line up your next place and your movers so you're never the reason the closing date slips.

☐ **Don't change anything mid-escrow.**

Keep the insurance active, leave the fixtures you listed, and hold off on big purchases on credit until you've closed.

☐ **Keep it show-ready and the utilities on.**

The appraiser may stop by, and these last steps still count.

☐ **Leave a little handoff kit for the buyers.**

Manuals, spare keys, garage remotes, trash day, which breaker is which. It's gracious, and it saves calls later.

☐ **Stay the course through closing.**

You're almost there. A little teamwork now carries it across the line.

“That's your half. Your agent handles the rest, and we're all on the same team.”