

Home Selling Checklist

9 Steps to Selling Your Home | wellingtonhometeam.com

1. Determine If You're Ready to Sell

- Get a comparative market analysis of your home's value
- Calculate your remaining mortgage balance and any liens
- Estimate closing costs, commission, and net proceeds
- Decide where you'll move and whether the timing works

2. Hire a Realtor Who Knows Your Market

- Interview two or three local agents
- Ask about their marketing plan and average days on market
- Confirm commission structure and listing terms

3. Prepare Your Home for Showings

- Declutter and deep clean every room
- Handle small repairs before listing
- Boost curb appeal
- Gather HOA/POA documents and required disclosures
- Consider a wind mitigation inspection

4. List Your Home and Go Live on the MLS

- Set a data-driven list price
- Get professional photography
- Confirm MLS and online listing accuracy
- Set your showing availability
- Review every offer's price, financing, and contingencies

5. Pack Up, But Not All at Once

- Wait until contingencies clear before packing non-essentials
- Start with items you rarely use
- Keep appliance manuals and home system documents together

6. Move Out and Leave the Home Show Ready

- Leave items specified in the sales contract
- Confirm mover logistics in advance
- Do a final clean before the buyer's walkthrough

7. Stop Your Home Services

- Schedule utility stop dates for after closing
- Cancel landscaping, pool, and pest control services
- Confirm final bills and account closures

8. Notify Everyone of Your Move

- Update your address with USPS
- Notify banks, subscriptions, and service providers
- Update your driver's license

9. Attend Closing Day

- Confirm required documents and ID with the closing company
- Review your closing statement and prepaids
- Do a final walkthrough
- Bring every key, remote, and access card

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