



The Home Prep Checklist

What Actually Adds Value (and What to Skip)

 *For Suffolk & Hampton Roads Sellers*



Step 1: Get Clear on Your Goal

Before anything else, ask yourself:

- Do I need top dollar?
- Do I need to sell fast?
- Am I trying to align with PCS orders, a school year, or a new home?



Your answer drives your prep strategy.



Step 2: Clean Like a Pro

First impressions matter—cleaning is *always* worth it:

- Deep clean kitchen, baths, baseboards, fans, vents
- Pressure wash exterior, driveway, and sidewalks
- Clean windows inside & out
- Deodorize (pets, smoke, food odors)




Pro Tip: A clean home *feels* well cared for—even if it's older.



Step 3: Declutter & Depersonalize

Let buyers imagine *their* life in your home:

- Remove personal photos and collections
- Clear countertops, closets, and shelves
- Reduce furniture to open up rooms

 This also makes your listing photos pop.

Step 4: Knock Out High-Impact Repairs

Focus on fixes that make a visual or functional difference:

- Touch up paint (neutral tones)
- Repair leaky faucets, loose handles, cracked tiles
- Replace burnt-out bulbs & fix squeaky doors
- Check HVAC filters & service if needed

 You don't need to renovate—just eliminate distractions.

Step 5: Curb Appeal Counts

Many buyers drive by before booking a showing:

- Mow, edge, weed
- Trim hedges and remove dead plants
- Add fresh mulch and simple seasonal flowers
- Repaint or clean the front door

 The goal: make them want to step inside.

Step 6: Consult a Local Pro (That's Me!)

Every home is different—don't waste money fixing things that won't move the needle.

✅ I'll help you prioritize what's *actually* worth doing in **your** market, **for your goals**, and even connect you with reliable contractors or cleaners.

Want help deciding what *not* to fix?

📱 Text or DM me with your address, and I'll give you a free prep strategy customized to your home and timeline.