

Ultimate Home Selling Timeline Checklist

A step-by-step master strategy to maximize your home's value and attract top-tier offers.

"Homeowners who rush their prep work almost always leave money on the table. A proper home selling timeline takes about 2 to 3 months to do right. Give yourself that window to put your house in front of buyers looking its absolute best."

2 MONTHS BEFORE LISTING (RESEARCH & REPAIRS)

- ☐ ****Interview at least three real estate agents:**** Compare marketing strategies, pricing estimations, and how they manage open houses.
- ☐ ****Select a trusted partner:**** Hire an agent who gives you a realistic market value rather than a inflated promise just to get your listing.
- ☐ ****Conduct a thorough walk-through:**** Grab a notepad and document every single minor imperfection across the property.
- ☐ ****Fix loose hardware:**** Secure loose door handles, cabinet fixtures, and rattling accents.
- ☐ ****Repair plumbing issues:**** Fix leaking bathroom and kitchen faucets, running toilets, and minor drips immediately.
- ☐ ****Quiet down the house:**** Fix squeaky doors, cabinet hinges, and floorboards where possible.

Pro-Tip: Minor repairs are cheap and fast to fix now, but buyers treat them as massive red flags later. Small visible problems make buyers highly suspicious of hidden big ones.

1 MONTH BEFORE LISTING (DE-PERSONALIZE & DECLUTTER)

- ☐ ****De-personalize spaces:**** Remove family photo frames, custom awards, kids' artwork from the fridge, and highly personal collections.
- ☐ ****Pack non-daily items:**** Go room-by-room and clear out decor, knick-knacks, and off-season clothing you won't need before moving day.
- ☐ ****Remove excess furniture:**** Pack up secondary chairs, large tables, or unnecessary items that make rooms feel tight and small.
- ☐ ****Set up home staging:**** Establish a neutral, spacious, and welcoming aesthetic layout across all main living areas.

2 WEEKS BEFORE LISTING (DEEP CLEAN & CURB APPEAL)

- ☐ ****Clear the extra volume:**** Relocate packed boxes and bulky furniture completely out of the house and into a storage unit.
- ☐ ****Execute a deep clean:**** Clean carpets, scrub baseboards, wash windows inside and out, and wipe down dusty light fixtures.
- ☐ ****Boost curb appeal:**** Mow the lawn, trim overgrown bushes, and lay down fresh mulch in all visible flower beds.
- ☐ ****Refresh the entryway:**** Wash the front entry door down and apply a fresh coat of matching paint if it's chipped or weathered.

Pro-Tip: The front of your house is the first thing buyers see in person and online. Good curb appeal sets a buyer's positive expectations before they ever step past the threshold.

1 WEEK BEFORE LISTING (THE FINAL TOUCHES)

- ☐ ****Coordinate photography:**** Schedule a professional real estate photographer early in the week.
- ☐ ****Ensure camera-readiness:**** Do not let the photo shoot happen until every room is 100% staged, clean, and clutter-free.
- ☐ ****Finalize your asking price:**** Lock in the price with your agent based on hard local market data and recent sales of similar homes.
- ☐ ****Prepare for showings:**** Set up clear access systems and guidelines for upcoming buyer tours and open houses.