



Pre-Sale Home Assessment Checklist

WALK THROUGH LIKE A BUYER

- ☐ Tour each room with fresh eyes
- ☐ Note outdated features, wear and tear or cosmetic issues
- ☐ Identify standout features worth highlighting in your listing
- ☐ Document items needing repairs or upgrades
- ☐ Check for odors, lighting issues or clutter that might distract buyers

GET A PRE-LISTING INSPECTION

- ☐ Schedule a licensed home inspector
- ☐ Review the report thoroughly with your agent
- ☐ Tackle high-impact repairs before listing
- ☐ Collect receipts and warranties for completed work
- ☐ Prepare a repair summary or disclosure packet for buyers

RESEARCH YOUR COMPETITION

- ☐ Review recently sold homes in your area
- ☐ Compare features, condition and updates to your own home
- ☐ Look at current active listings in your price range
- ☐ Note average days on market for similar homes
- ☐ Identify what makes your home unique or more valuable

UNDERSTAND YOUR HOME'S MARKET POSITION

- ☐ Evaluate how your home stacks up against local inventory
- ☐ Determine which updates could boost value
- ☐ Identify any potential red flags buyers might raise
- ☐ Clarify your home's strongest selling points
- ☐ Discuss pricing strategy with your agent based on findings

