

MELANIE BAUER GROUP
MOUNTAIN • LAKE • LIFESTYLE

BEFORE YOU LIST

The Smart Seller's Preparation Guide



WHAT TO DO • WHAT TO SKIP • WHEN TO START

BEFORE YOU LIST

THE SMART SELLER'S PREPARATION GUIDE

BEFORE YOU SPEND MONEY

Smart preparation starts with knowing where your money will make a difference.

□ **Consult an agent before making improvements**

Not every renovation pays off. Find out what buyers in your market value before investing in major updates.

□ **Consider a pre-listing inspection**

Identify potential issues early so you can evaluate repairs and prepare for disclosures.

□ **Make a repair list**

Check faucets, trim, railings, doors, fixtures, and other deferred maintenance.

□ **Review major systems**

Gather ages and service records for your roof, HVAC, water heater, appliances, septic system, and well, if applicable.

□ **Evaluate paint and finishes**

Small cosmetic updates can make a difference, but some improvements won't justify their cost.

□ **Start decluttering early**

Tackle closets, garages, basements, cabinets, and storage areas well before listing photos.

THE MELANIE TAKE

The goal isn't perfection. It's spending your time and money where they'll make the greatest difference.

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GET READY FOR THE MARKET

Smart planning now can make listing day much easier.

□ **Gather your property documents**

Locate surveys, deeds, permits, warranties, HOA documents, road agreements, septic or well records, and major repair receipts.

□ **Evaluate your curb appeal**

Landscaping, pressure washing, exterior touch-ups, and a welcoming entry can make a strong first impression without major expense.

□ **Plan your next move**

Will you buy another home, need temporary housing, or require a leaseback? Your selling strategy should account for what comes next.

□ **Understand your home's market value**

Online estimates aren't a pricing strategy. Recent sales, competing listings, condition, location, and unique features all influence value.

□ **Develop your marketing strategy**

Photography, video, property positioning, pricing, and launch timing should be planned before your home goes on the market.

□ **Understand your selling costs**

Ask for an estimate of commissions, closing costs, potential repairs, and your expected net proceeds before setting your financial goals.

THE MELANIE TAKE

A successful sale begins before the listing goes live. The right preparation helps position your home competitively from day one.

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YOUR NEXT MOVE STARTS HERE

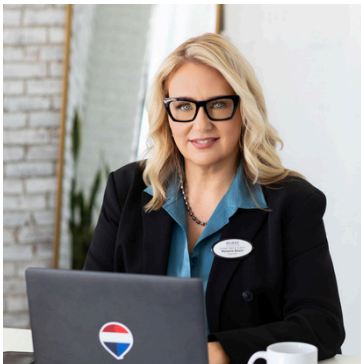
Thinking about selling? Let's make a plan.

You don't have to be ready to list to start the conversation. I'll help you evaluate your home with you and identify:

- What I'd recommend doing before listing
- Which improvements may not be worth the money
- What can wait until later
- How your home compares to today's market
- A realistic timeline for getting market-ready

LET'S TAKE THE GUESSWORK OUT OF SELLING

Schedule a complimentary Seller Preparation Consultation to discuss your goals, timeline and next steps.



Melanie Bauer

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SCHEDULE YOUR CONSULTATION

Scan to choose a convenient time.

Let's make your next move your best move.