



THE EDUCATED
HOME SELLER
SERIES



THE ULTIMATE HOME SELLER'S PRE-LISTING INSPECTION CHECKLIST



AVOID COSTLY INSPECTION ISSUES.



REDUCE REPAIR REQUESTS.



SELL WITH CONFIDENCE.



PREP SMART



REDUCE RISK



MAXIMIZE EQUITY

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BEFORE YOU SPEND A DOLLAR



Most sellers spend money in the wrong places. Instead of renovating kitchens and bathrooms, start by fixing the inexpensive maintenance items that buyers notice during the inspection.

The goal isn't perfection.

The goal is creating buyer confidence while reducing unnecessary repair negotiations.

Before making any major improvements, I always recommend having an experienced real estate agent walk through your home so you know exactly where your money will have the greatest return.



PRO TIP

I'd rather spend \$300 on a handyman before listing than negotiate a \$2,500 repair credit after the inspection.



BUYER SEES...

Small issue
during showing



INSPECTION REPORT

Lists multiple
items



REPAIR REQUEST

Asks for credit
at closing

Buyers don't negotiate because of one repair... They negotiate because a long inspection report makes them wonder what else might be wrong with the home.

Taking care of inexpensive items upfront can save you thousands and help you keep more money in your pocket.

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SAFETY ITEMS BUYERS NOTICE



SMOKE DETECTORS



Why it matters:

- Life safety
- Required by law
- Buyer confidence



Estimated Cost:

\$30 – \$75

GFCI OUTLETS



Why it matters:

- Prevent shock
- Required in kitchens, bathrooms, garages



Estimated Cost:

\$25 – \$75

HANDRAILS



Why it matters:

- Safety hazard
- Required by code
- Buyer concern



Estimated Cost:

\$100 – \$300

GARAGE DOOR SAFETY SENSORS



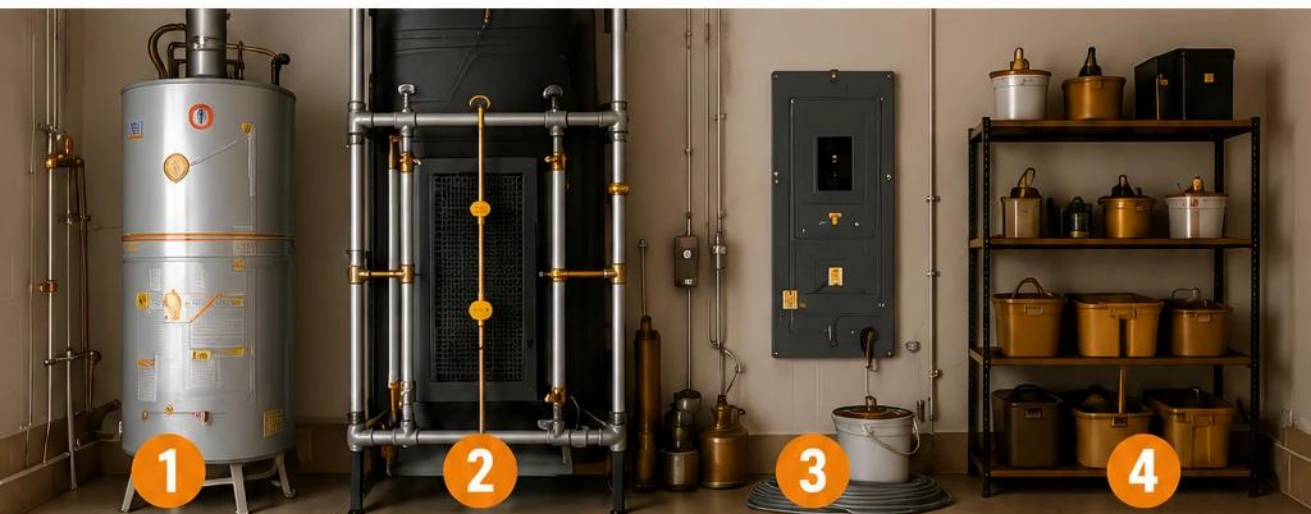
Why it matters:

- Prevents injury
- Required by law
- Easy fix



Estimated Cost:

\$100 – \$300



WATER HEATER	HVAC SYSTEM	ELECTRICAL PANEL	GARAGE DOOR OPENER
☐ Double strapped (CA required) ☐ Drain pan installed ☐ Pressure relief pipe ☐ No rust / corrosion ☐ No leaks	☐ Replace filter ☐ System serviced ☐ Thermostat works ☐ No unusual noises ☐ Vents open	☐ Panel labeled ☐ No exposed wiring ☐ Breakers working ☐ No burning or warm panels	☐ Safety sensors working ☐ Opener works ☐ Tracks aligned ☐ Weather seal good
Estimated Cost: \$75 – \$300	Estimated Cost: \$150 – \$300	Estimated Cost: \$100 – \$300	Estimated Cost: \$100 – \$250



PLUMBING

- ☐ No leaks under sink
- ☐ Faucet works
- ☐ Disposal runs
- ☐ Dishwasher runs
- ☐ Water pressure good

ELECTRICAL

- ☐ GFCIs working
- ☐ Outlets secure
- ☐ Switches work
- ☐ No exposed wires

GENERAL

- ☐ Cabinets adjusted
- ☐ Drawers slide
- ☐ Appliances working
- ☐ Windows lock
- ☐ No caulking issues



ESTIMATED COST

\$20 – \$300



BATHROOMS

CAULKING & GROUT



- ☐ No mold or mildew
- ☐ Clean and sealed
- ☐ Looks well maintained

ESTIMATED COST
\$20 – \$75

FIXTURES



- ☐ Faucets don't leak
- ☐ Handles secure
- ☐ Towel bars solid

ESTIMATED COST
\$30 – \$150

LIGHTING & EXHAUST



- ☐ Lights all work
- ☐ Exhaust fan works
- ☐ Good ventilation

ESTIMATED COST
\$25 – \$75

TOILETS



- ☐ No leaks
- ☐ Flushes strong
- ☐ Seat secure

ESTIMATED COST
\$50 – \$150

BEDROOMS

WALLS & PAINT



- ☐ No holes or dents
- ☐ Paint clean and fresh
- ☐ Touch up scuffs

ESTIMATED COST
\$50 – \$200

CLOSETS



- ☐ Shelves secure
- ☐ Doors slide/open
- ☐ Clean and empty

ESTIMATED COST
\$25 – \$100

DOORS & HARDWARE



- ☐ Doors open/close
- ☐ Knobs secure
- ☐ No squeaks

ESTIMATED COST
\$20 – \$75

FLOORING



- ☐ Clean and vacuumed
- ☐ No major stains
- ☐ Carpet stretched tight

ESTIMATED COST
\$75 – \$300



PRO TIP

Buyers remember clean, bright, and move-in ready. Small fixes in these rooms go a long way in creating value and reducing negotiations.



LANDSCAPING



- ☐ Lawn trimmed
- ☐ Plants healthy
- ☐ Weeds removed
- ☐ Mulch fresh

ESTIMATED COST
\$50 – \$200

PAINT & SIDING



- ☐ Paint in good shape
- ☐ No peeling or cracking
- ☐ Siding/trim secure
- ☐ Touch up as needed

ESTIMATED COST
\$100 – \$500

FRONT DOOR



- ☐ Paint or stain fresh
- ☐ Hardware works
- ☐ Door opens/closes
- ☐ Clean and inviting

ESTIMATED COST
\$50 – \$200

DRIVEWAY & WALKWAYS



- ☐ No cracks or trip hazards
- ☐ Clean and pressure wash
- ☐ Edges neat
- ☐ Good repair if needed

ESTIMATED COST
\$100 – \$400

ROOF & GUTTERS



- ☐ No missing shingles
- ☐ Gutters clean
- ☐ Downspouts secure
- ☐ No visible leaks

ESTIMATED COST
\$150 – \$600

WINDOWS



- ☐ Glass clean
- ☐ Screens in good shape
- ☐ Seals intact
- ☐ Windows lock

ESTIMATED COST
\$25 – \$150

FENCE & GATES



- ☐ Gates open/close
- ☐ No loose boards
- ☐ Stain/paint as needed
- ☐ Looks well maintained

ESTIMATED COST
\$75 – \$300

OUTDOOR LIGHTING



- ☐ All lights work
- ☐ Clean fixtures
- ☐ Bulbs replaced
- ☐ Adds safety & appeal

ESTIMATED COST
\$25 – \$100



PRO TIP

First impressions matter. Great curb appeal makes buyers excited before they even walk through the door.





DEEP CLEAN

- ☐ Floors vacuumed and mopped
- ☐ Baseboards and corners clean
- ☐ Cabinets and counters wiped down
- ☐ Appliances clean inside and out
- ☐ Windows and mirrors cleaned



DECLUTTER & DEPERSONALIZE

- ☐ Remove excess furniture
- ☐ Clear off countertops
- ☐ Organize closets and cabinets
- ☐ Remove personal photos & items
- ☐ Create a clean, open feel



LIGHT & ATMOSPHERE

- ☐ Open blinds and curtains
- ☐ Turn on all lights
- ☐ Replace any burnt-out bulbs
- ☐ Use neutral scents
- ☐ Keep rooms bright and inviting



LAST-MINUTE FIXES

- ☐ Tighten loose handles and knobs
- ☐ Fix dripping faucets
- ☐ Patch small holes in walls
- ☐ Replace worn caulking
- ☐ Check all locks and deadbolts



PREPARE FOR PHOTOS & SHOWINGS

- ☐ Make beds and fluff pillows
- ☐ Add fresh towels in bathrooms
- ☐ Stage key areas
- ☐ Clear entryways and pathways
- ☐ Set the thermostat to comfortable



BEFORE YOU LIST



WALK THROUGH THE HOME

Do a final walkthrough as if you were the buyer.



CHECK YOUR CURB APPEAL

Make sure the outside looks just as good as the inside.



TRUST YOUR AGENT

We'll help you prioritize what matters most for buyers in today's market.



YOU'RE ALMOST READY!

Small details lead to big results. Let's get your home sold.



PRO TIP

Buyers buy with emotion and then justify with logic. A clean, well-cared-for home helps them fall in love the moment they walk in.

A LITTLE EFFORT TODAY
CAN MEAN MORE MONEY
TOMORROW.



10 DOCUMENTS & NEXT STEPS



Having the right documents ready keeps your sale on track and builds buyer confidence.



DOCUMENTS TO GATHER

- ☐ Property Deed
- ☐ Seller Disclosures (completed and reviewed)
- ☐ Recent Utility Bills (electric, gas, water, trash)
- ☐ HOA Documents (CC&Rs, bylaws, rules, financials)
- ☐ Inspection Reports (if completed)
- ☐ Permits & Warranties (renovations, roof, HVAC, etc.)
- ☐ Appliance Manuals & Receipts
- ☐ Title Report (provided by escrow/title company)



WHAT HAPPENS NEXT?

- 1 LISTING AGREEMENT SIGNED**
We finalize your listing and create a marketing plan.
- 2 PREP & MARKETING**
We complete any final prep items and launch your home with high-impact marketing.
- 3 SHOWINGS & FEEDBACK**
We'll communicate with agents and share feedback so you're always in the loop.
- 4 OFFERS & NEGOTIATION**
We review all offers together and negotiate the best terms for you.
- 5 UNDER CONTRACT TO CLOSE**
We manage inspections, appraisal, escrow, and final details all the way to closing day.



WE'RE HERE TO HELP.

You don't have to do this alone. We'll guide you every step of the way and make the process as smooth and stress-free as possible.

LET'S GET YOUR HOME SOLD!



JEB'S PRO TIPS



BE OVER-PREPARED

The more organized you are, the faster we can move and the stronger your position will be.



TRUST THE PROCESS

Pricing it right, presenting it well, and marketing it hard creates the best results.



FIRST IMPRESSIONS MATTER

Buyers decide how they feel within the first 30 seconds. Make them fall in love.



COMMUNICATION WINS

The more we communicate, the better decisions we make together.



FOCUS ON WHAT YOU CAN CONTROL

We'll handle the rest.



A little preparation today can lead to a big payday tomorrow.

LET'S DO THIS!



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BUY RIGHT. BORROW SMART. BUILD WEALTH.

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QUICK REFERENCE CHECKLIST



Use this page to quickly review what matters most before listing your home.



1. STRUCTURE & SAFETY

- ☐ Roof in good shape
- ☐ No leaks or water damage
- ☐ Smoke & CO detectors working
- ☐ HVAC working properly



2. KITCHEN

- ☐ Appliances working
- ☐ Cabinets & drawers function
- ☐ Plumbing & electrical good
- ☐ Clean and well maintained



3. BATHROOMS & BEDROOMS

- ☐ Fixtures & toilets work
- ☐ Lighting & exhaust fans work
- ☐ Closets clean & organized
- ☐ Paint & walls in good shape



4. LIVING SPACES

- ☐ Floors clean & in good shape
- ☐ Walls & paint touch-ups
- ☐ Lighting is bright
- ☐ Clutter-free and inviting



5. EXTERIOR & CURB APPEAL

- ☐ Lawn & landscaping neat
- ☐ Paint, siding, & trim good
- ☐ Front door clean & functional
- ☐ Driveway & walkways clean



6. FINAL TOUCHES

- ☐ Deep clean entire home
- ☐ Declutter & depersonalize
- ☐ Fix last-minute items
- ☐ Home smells fresh



7. DOCUMENTS & NEXT STEPS

- ☐ Seller Disclosures ready
- ☐ Inspection reports (if available)
- ☐ HOA documents gathered
- ☐ Review timeline with agent



TOP REMINDERS



TIME MATTERS

The earlier you prepare, the smoother and faster your sale will be.



PRESENTATION SELLS

Buyers connect with how your home looks, feels, and smells.



SMALL INVESTMENTS BIG RETURNS

A few minor updates can lead to a higher sale price.



YOUR TEAM IS KEY

We're here to guide you, market your home, and get you top dollar.



A WELL-PREPARED HOME = MORE SHOWINGS, STRONGER OFFERS, HIGHER SALE PRICE.
LET'S GET YOUR HOME MARKET-READY!



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PREP SMART. REDUCE RISK. MAXIMIZE EQUITY.

12 YOU'RE READY TO MAKE A MOVE!



You've put in the work, and now your home is positioned to sell for top dollar. Let's get it in front of the right buyers and get you to the closing table.

WHAT YOU CAN EXPECT



STRATEGIC MARKETING

Your home will be showcased across multiple channels to reach the most qualified buyers.



EXPERT NEGOTIATION

We'll negotiate the best terms and conditions on your behalf.



SMOOTH TRANSACTION

From contract to close, we handle the details so you don't have to stress.



MAXIMUM RESULTS

Our goal is simple: net you the most money in the least amount of time.



“

**A GREAT EXPERIENCE TODAY
LEADS TO REFERRALS TOMORROW.**

Thank you for trusting us with your
big move.

”



READY TO LIST? LET'S TALK.

Every home, every situation, and every goal is unique. Let's build a plan that's right for you.

Schedule your complimentary
home value consultation today.



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SCAN TO GET
CONNECTED TO
OUR TEAM



Thank You!

It's an honor to help you with one of the biggest financial decisions of your life. I'm grateful for your trust and excited for what's next.

Jeb Smith

REALTOR® | DRE 01407449



OUR MISSION:

To help you **prep smart**, **reduce risk**, and **maximize equity** through every real estate decision.

STAY CONNECTED



@jebsmith



JEB SMITH

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**PREP SMART.
REDUCE RISK.
MAXIMIZE EQUITY.**



Helping good people
make smart moves.