



Ultimate Winter Home Prep Checklist: Get Your Home Market-Ready

Shorter days, cold temperatures, and snow-covered yards can make every showing a challenge during the brrr months.

This detailed checklist will help make your home inviting, safe, and stand out, even in sub-zero temperatures.

Exterior Prep

- ☐ Rake leaves, trim hedges, and clear garden beds to make the yard look maintained
- ☐ Power-wash siding and touch up paint on the front door
- ☐ Replace worn or faded house numbers
- ☐ Install pathway lights or lanterns to brighten walkways for evening showings
- ☐ Add a tasteful seasonal wreath and a clean welcome mat
- ☐ Check gutters, downspouts, and roof shingles to prevent ice dams
- ☐ Level walkways and driveways to remove hazards
- ☐ Ensure the mailbox is clean and accessible
- ☐ Place winter-friendly evergreen arrangements in window boxes or pots
- ☐ Have a snow removal plan in place for heavy snowfall
- ☐ Check exterior water spigots and shut off if needed to prevent frozen pipes
- ☐ Make sure outdoor security cameras or motion-sensor lights are functional
- ☐ Touch up any chipped or worn paint on trim, shutters, or railings

Landscaping and Safety

- ☐ Clear snow and ice from stairs, driveways, and walkways

- ☐ Put down salt or sand on slippery areas to prevent accidents
- ☐ Keep patios, decks, and garages cleared and accessible
- ☐ Maintain exterior lighting to showcase outdoor features in low light
- ☐ Highlight winter-friendly outdoor spaces, such as covered patios or landscaped views
- ☐ Cut overhanging branches that could break under snow or ice
- ☐ Check fencing or gates for stability and repair as needed

Heating and Systems

- ☐ Schedule a professional furnace and HVAC inspection
- ☐ Replace filters and program the thermostat for consistent warmth during showings
- ☐ Insulate exposed pipes and check for leaks
- ☐ Seal gaps around doors and windows with weather-stripping or caulking
- ☐ Check attic insulation and vents to ensure energy efficiency
- ☐ Verify that water heaters, smoke detectors, and carbon monoxide detectors are working properly
- ☐ Have the chimney inspected and cleaned if you have a fireplace
- ☐ Test garage heaters or other auxiliary heating systems
- ☐ Check the sump pump and basement drainage to prevent winter water issues
- ☐ Inspect window seals and repair or replace any cracked panes to maintain energy efficiency

Indoor Prep

- ☐ Clean and declutter all rooms, counters, and floors
- ☐ Keep personal items to a minimum so buyers can see their own belongings there
- ☐ Add soft throws, rugs, and pillows for warmth and texture
- ☐ Use layered lighting to brighten darker areas
- ☐ Incorporate subtle seasonal decor, like greenery, without overdoing it
- ☐ Ensure your home smells fresh, avoiding strong perfumes or heavy incense
- ☐ Use curtains to let in natural light during the day and create insulation at night
- ☐ Run a small humidifier if the indoor air feels dry
- ☐ Inspect windows and doors for drafts and seal or caulk where needed
- ☐ Make sure vents and radiators are clear of furniture or clutter to optimize heat flow
- ☐ Check for any squeaky doors or floors and fix them to reduce distractions during showings

Inspection and Staging

- ☐ Consider a pre-listing inspection to identify and fix minor issues
- ☐ Keep documents of repairs and maintenance available for buyers
- ☐ Arrange furniture to maximize natural light and flow in each room
- ☐ Keep decor neutral so buyers can picture their style in the space
- ☐ Stage winter-friendly areas like mudrooms or entryways to show functionality

Marketing and Showings

- ☐ Schedule professional photos before heavy snow arrives
- ☐ Ensure rooms appear bright, clean, and inviting in photos
- ☐ Offer flexible showing times, including evenings if necessary
- ☐ Emphasize energy-efficient features, low-maintenance areas, and safety upgrades in your listing
- ☐ Market winter benefits, like attached garages, fireplaces, and heated floors
- ☐ Offer virtual tours for buyers hesitant to venture out in cold weather

Final Touches

- ☐ Keep all entryways clear, safe, and accessible
- ☐ Provide mats and boot trays for snow and slush
- ☐ Double-check that lights, plumbing, doors, and heating systems are fully operational
- ☐ Do a final walk-through to ensure everything is clean, organized, and ready for buyers
- ☐ Keep the garage and basement neat and dry for winter storage and buyer inspection
- ☐ Provide a list of nearby winter amenities, like parks, trails, or holiday events, to buyers