



THE LAW OFFICE
of
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YOUR DECEMBER PREP CHECKLIST

GET A HEAD START SO YOU HIT THE MARKET BEFORE EVERYONE ELSE.

Checklist

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Declutter the "Big 5"

These areas make or break first impressions:

- Kitchen counters
- Bathroom surfaces
- Entryway/foyer
- Primary bedroom
- Living room

Goal: clear surfaces, remove excess décor, box up anything not used weekly.

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Handle Quick, High-Impact Fixes

Focus on the stuff buyers immediately notice:

- Replace burnt-out bulbs
- Tighten loose knobs/handles
- Patch small wall scuffs
- Refresh caulking in kitchens/baths
- Deep clean appliances and baseboards

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Winter Curb Appeal Touch-Ups

Even in winter, exterior matters:

- Sweep walkways
- Trim dead branches
- Add a clean, neutral doormat
- Keep entry free of holiday clutter

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Gather Your "Seller Paperwork" Early

Have these ready so you're not scrambling in January:

- Age of roof, HVAC, water heater
- Warranty documents
- Recent utility bills (buyers ask!)
- Septic/well reports (if applicable)
- Any permits for upgrades





Schedule Pre-Listing Services Now

Slots book fast in December. Get on the calendar for:

- Professional photos
- Carpet cleaning
- Cleaning crew
- Handyman touch-ups



Review Your Mortgage Payoff & Financials

Know your numbers:

- Current mortgage payoff amount
- Estimated net proceeds
- Any liens/mortgage details your agent or attorney will need



Decide on Your Timeline & Move Plan

Map the basics now:

- Desired list date (Jan or Feb)
- Ideal closing window
- Storage needs
- Move-out plan
- Contingencies (buying and selling simultaneously)



Do a Quick Market Check-In

Ask your agent for:

- Current comps
- Average days on market for your town
- Expected price range
- Buyer demand trends going into January



Start Boxing Non-Essentials

Get ahead of chaos:

- Holiday décor
- Kids' toys
- Off-season clothes
- Extra kitchen gadgets

Rule: If it's not used weekly, pack it.



Ask Your Agent What *Not* to Do

Avoid wasting money on:

- Unnecessary renovations
- Over-the-top staging
- Big winter projects

A 5-minute call saves hundreds (sometimes thousands).

