



CHRISTY EVANS

Cascade Hasson | Sotheby's
INTERNATIONAL REALTY

90-60-30 DAY HOME PREP PLAN

Before you list

Use this checklist to prep your home in a calm, strategic way – without last-minute chaos. Tip: Start earlier if you can. Even checking off a few items each week makes a huge difference.

✓ 90 Days Before Listing: Strategy + Planning

Pricing & game plan

- Schedule a professional home valuation (not an online estimate)
- Review comparable sales + current competition (active listings)
- Set a target listing window + ideal move timeline
- Identify “must-do” vs. “nice-to-do” projects (based on ROI)

Walkthrough like a buyer

- Do a room-by-room “first impression” walkthrough
- Write down anything that feels dated, worn, or distracting
- Note odor sources (pets, smoke, musty storage areas)

Declutter & simplify

- Start packing non-essentials (seasonal décor, extra furniture)
- Reduce countertop clutter (kitchen + baths)
- Clear floors and surfaces to make rooms feel larger
- Donate/sell items you won't move

Maintenance baseline

- Replace burnt-out bulbs and mismatched color temperatures
- Fix squeaky hinges, sticky doors, loose handles
- Check smoke/CO detectors and replace batteries
- Gather receipts + permits for major upgrades (if available)

✓ 30 Days Before Listing: Market-Ready + Launch Prep

Deep clean

- Schedule a full deep clean (baseboards, blinds, vents)
- Clean grout, mirrors, and glass doors
- Deodorize (especially pet areas, closets, laundry)
- Empty trash/recycle bins and keep them fresh

Staging & styling

- Remove extra furniture to improve flow
- Add simple, neutral touches (pillows/throws, greenery)
- Clear nightstands and bathroom counters
- Set kitchen counters to “almost empty”
- Make beds hotel-crisp (matching bedding if possible)

Final details

- Replace any remaining burnt-out bulbs
- Confirm all doors, locks, and windows operate smoothly
- Make sure outdoor spaces are tidy and usable
- Hide cords, pet items, and cleaning supplies for showings

Listing prep

- Review your home highlights (upgrades, features, neighborhood perks)
- Plan photo day checklist (lights on, blinds set, counters cleared)
- Decide showing schedule + pet plan
- Prepare a “Go Time” routine for last-minute showings

“Photo Day” Quick Checklist (Bonus)

- All lights on + matching bulbs
- Blinds consistent + windows clean
- Counters cleared (kitchen + baths)
- Trash removed
- Toilet lids down
- Pet items hidden (bowls, beds, crates)
- Cars out of driveway/garage (if possible)
- Outdoor cushions staged + patios swept

Notes:
