

FIRST-TIME HOMEBUYER CHECKLIST

# Preparing Your Property for Sale

The ultimate checklist to maximize your home's value and close with zero friction

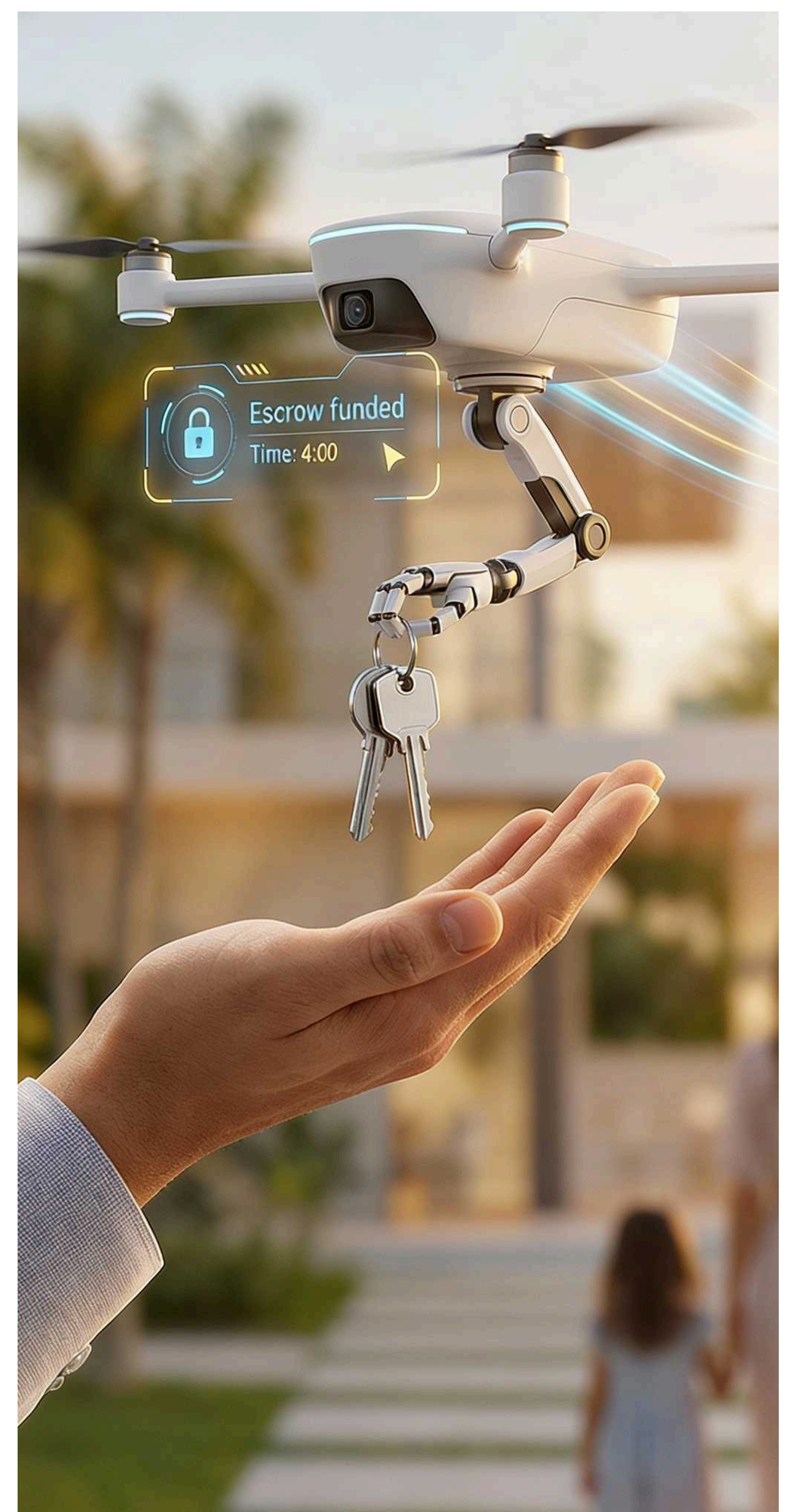


The Mindset Shift & The Purge / PAGE 1:

## From "Home" to "House"

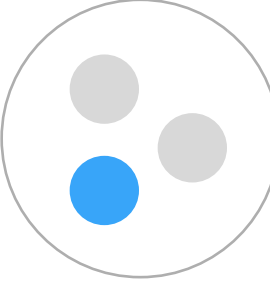
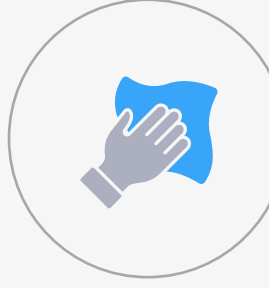

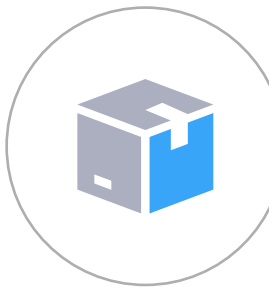
Deciding to sell your property is an emotional milestone. You have celebrated holidays, marked heights on doorframes, and built a life here.

But to get top dollar in today's Alabama real estate market, you have to make a crucial mindset shift: You are no longer living in your home; you are marketing a product. Buyers need to walk through the front door and immediately picture their family living there, not yours. Here is how you create that blank canvas.



# The Brutal Purge



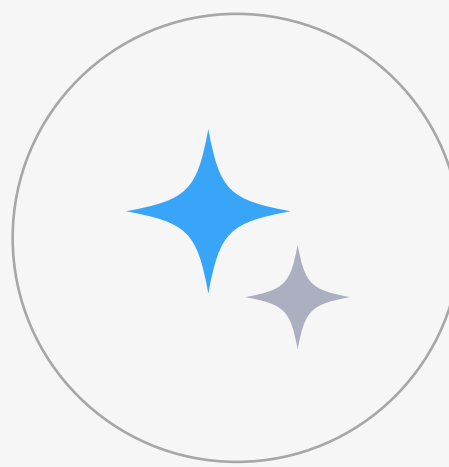
Clutter eats equity. The less stuff you have in your house, the bigger and brighter it feels.

 <p><b>Depersonalize:</b></p> <p>Take down the family photo walls, the kids' artwork on the fridge, and the diplomas in the office</p>	 <p><b>Clear the Surfaces:</b></p> <p>Pack away kitchen appliances (yes, even the toaster), bathroom toiletries, and excess decorative items</p>
 <p><b>Thin the Closets:</b></p> <p>Buyers will look in your closets. If they are stuffed to the brim, buyers will assume the house lacks storage. Pack away half your clothes and organize the rest</p>	 <p><b>Rent a Storage Unit:</b></p> <p>Don't just move boxes to the garage. Get them out of the house completely</p>

## PHASE 2:

# The Deep Clean

A clean house signals to buyers that the property has been meticulously maintained.

 <p><b>Hire a Professional</b></p> <p>This is not the time for a quick vacuum. Hire a crew to clean the baseboards, ceiling fans, blinds, and windows (inside and out)</p>	 <p><b>Steam Clean the Carpets</b></p> <p>Eliminate pet odors and heavy foot-traffic stains</p>	 <p><b>Scrub the Grout</b></p> <p>Make bathrooms and kitchens look brand new</p>
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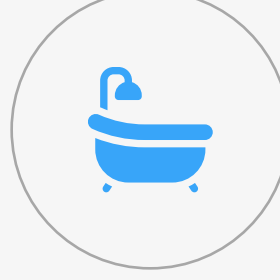

# Repairs & Upgrades

Focus on ROI

## PHASE 3:

### Fix the Distractions

You don't need to do a full kitchen remodel to sell your house, but you do need to fix the small annoyances that make buyers think, "What else is broken?"

 <p><b>Patch and Paint:</b></p> <p>Fill in the nail holes and scuff marks. If your walls are painted dark or highly personalized colors, repaint them a crisp, neutral white or light gray</p>	 <p><b>Check the Lights:</b></p> <p>Replace every burnt-out lightbulb in the house. Ensure all bulbs in a single fixture match in color temperature (no mixing warm yellow with harsh LED white)</p>
 <p><b>Fix the Leaks:</b></p> <p>Repair running toilets, dripping faucets, and squeaky hinges</p>	 <p><b>Update the Hardware:</b></p> <p>Swapping out dated brass cabinet pulls for modern matte black or brushed nickel is a \$100 upgrade that totally transforms a kitchen</p>

## PHASE 4:

### Curb Appeal

Buyers make their decision within the first 10 seconds of pulling into your driveway. If the outside looks neglected, they will assume the inside is, too.

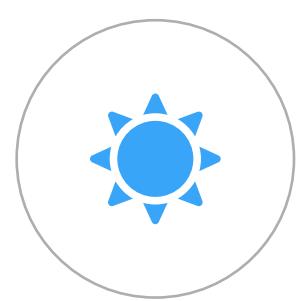
<p><b>Power Wash Everything</b></p> <p>Blast the driveway, the sidewalks, and the siding of the house</p>	<p><b>Refresh the Landscaping</b></p> <p>Mow the lawn, trim the overgrown bushes, and lay down fresh pine straw or mulch</p>	<p><b>Paint the Front Door</b></p> <p>A fresh coat of paint and a new welcome mat instantly elevate the entire property</p>	<p><b>Clean the Gutters</b></p> <p>A buyer's home inspector will absolutely check this</p>
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# Show Time

PHASE 5:

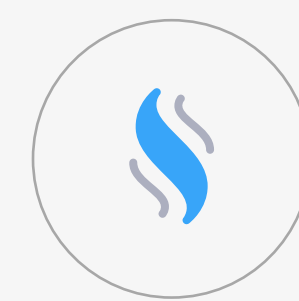
## Staging for Success

Your real estate agent will be bringing buyers through constantly. You need a system to make the house "Show Ready" in 15 minutes or less.



### Let the Light In:

Open every single blind and curtain. Turn on every lamp and overhead light before a showing (even during the day)



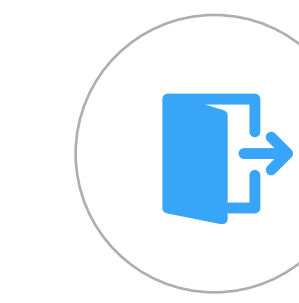
### Neutralize Odors:

Do not use overpowering plug-in air fresheners (buyers will think you are hiding mold or pet smells). Stick to a subtle, clean citrus scent or bake cookies



### Secure Your Valuables:

Lock away jewelry, prescription medications, and sensitive financial documents



### Leave the House:

Buyers feel awkward touring a home when the seller is sitting on the couch. Take the dog and go for a drive!




PAGE 4:

# The Paperwork & The Propy Advantage



## Gather Your Documents

Don't wait until you have a buyer to find your paperwork. Having this ready shows you are a serious, organized seller.

 <h3>Find the Warranties</h3> <p>Gather manuals and warranties for the HVAC, roof, and any new appliances</p>	 <h3>HOA Documents</h3> <p>Have your Homeowners Association rules and fee schedules ready</p>	 <h3>The Seller's Disclosure</h3> <p>Be honest about past leaks, roof repairs, or issues. Disclosing them now prevents lawsuits later</p>
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## PHASE 7:

## Open Title Early

Did you know that as a seller, you have a massive say in who handles your closing?

The smartest sellers don't wait for a buyer to open escrow. They ask their agent to open a "Pre-Title" file with Propy Title & Escrow Alabama the moment the house goes on the market.

<h3>Catch Red Flags Early</h3> <p>We run a preliminary title search to ensure there are no surprise liens, old mortgages, or public record errors that could delay your closing</p>	<h3>Unmatched Security</h3> <p>When it is time to wire your proceeds (the cash you make from the sale), Propy uses bank-level encryption to ensure hackers never touch your money</p>	<h3>Closing on Autopilot</h3> <p>We keep the paperwork seamless, the communication transparent, and the funds moving securely</p>
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Ready to list?  
Tell your agent you want your  
closing protected by Propy.