SELLERS · CHECKLIST

Free from Brian Redfern

Pre-Listing Prep List

The small fixes that pay off in photos and showings in Arizona, the paperwork to gather early, and the projects to skip.

BR

Brian Redfern, REALTOR®

RE/MAX Desert Showcase · 619-403-0390

01 Outside

- [ ] **Fresh front-door paint or new hardware**
  The first thing in every listing photo
- [ ] **Trim plants, clear dead growth, add color by the entry**
- [ ] **Fresh granite or rock where the yard looks thin**
- [ ] **Clean windows, screens and light fixtures**
- [ ] **Pool clean and clear, equipment running**
  Buyers notice cloudy water immediately
- [ ] **Pool gates self-close and self-latch**
  Inspectors check pool barriers
- [ ] **Have a roofer look at the roof**
  Slipped or cracked tiles and worn underlayment are common inspection items on Arizona tile roofs

02 Inside

- [ ] **Declutter every surface**
  Aim for half of what's out now
- [ ] **Neutral paint where walls are bold or scuffed**
- [ ] **Bright, matching bulbs everywhere**
- [ ] **Fix drips, sticky doors and loose handles**
  Small items add up on an inspection report

- [ ] **Service the AC and change the filters**
  A big one in Arizona; keep the receipt for buyers
- [ ] **Deep clean kitchen and baths**
- [ ] **Consider a termite inspection**
  Buyers and some lenders ask for a wood-destroying insect report; knowing first avoids surprises

03 Gather the paperwork now

- [ ] **Start your Seller's Property Disclosure Statement (SPDS)**
  The standard Arizona contract gives you 5 days after acceptance to deliver it; answer every question honestly
- [ ] **Your 5-year insurance claims history**
  Also due within 5 days of acceptance
- [ ] **HOA name, contact and management company**
  Escrow orders the HOA's resale disclosure
- [ ] **Warranties, manuals and receipts**
  Roof, AC, appliances, pool equipment
- [ ] **Solar paperwork**
  Ownership, lease or loan terms and transfer steps
- [ ] **A year of electric bills**
  Arizona buyers ask about summer bills
- [ ] **Permits for additions or conversions**

04 Usually skip

- **Big remodels right before listing**
  You rarely get the full cost back, and they delay your launch
- **Very personal design choices**
  Buyers want a blank canvas
- **Replacing systems that still work**
  Price for age instead, or offer a home warranty

Want a walkthrough before you list?

Brian can walk you through it. No pressure, no obligation.

Call or text Brian: 619-403-0390
Book a call: https://redfernhomelife.com/contact
This guide online: https://redfernhomelife.com/guides/pre-listing-prep

Sources

- Arizona REALTORS® Residential Resale Real Estate Purchase Contract (SPDS and insurance claims history delivery) (aaronline.com)
- Arizona REALTORS® Residential Seller's Property Disclosure Statement (aaronline.com)
- A.R.S. § 33-1806 (HOA resale disclosure) (azleg.gov)

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