

PIKES PEAK PLAYBOOK · CHECKLIST

Seller Prep Checklist

Buyers decide in the first few seconds of the listing photos. This checklist gets your home ready to photograph, show and close — on a timeline that starts six to eight weeks out.

Not every item applies to every home. Clay will walk the house with you and help you spend money only where it changes the price or speed of the sale.

FIX, DISCLOSE OR PRICE

Every known issue gets one of three answers: fix it, disclose it, or price for it. Surprises found by the buyer's inspector cost more than issues you handle up front.

6-8 WEEKS OUT

- ☐ Walk the home with Clay and agree on a prep list and budget.
- ☐ **Consider a pre-listing inspection** to find issues on your timeline, not the buyer's.
- ☐ Schedule repairs: leaks, failing caulk, broken fixtures, damaged trim.
- ☐ Gather records: permits, warranties, roof and HVAC service history.

COLORADO DISCLOSURES & DOCUMENTS

COLORADO

- ☐ **Seller's Property Disclosure:** answer honestly and completely; when in doubt, disclose.
- ☐ **Lead-based paint:** required for homes built before 1978.
- ☐ **Septic:** Teller County requires an inspection by a licensed inspector at sale; El Paso County no longer requires one, but buyers may ask.
- ☐ **Well, HOA & districts:** well permit, HOA documents, metro district information.

3-4 WEEKS OUT: DECLUTTER & REPAIR

- ☐ Remove about a third of what's in closets, cabinets and the garage.
- ☐ Pack personal photos, collections and anything valuable.
- ☐ Touch up paint in neutral colors where walls are marked or bold.
- ☐ Replace burned-out bulbs with consistent color temperature.

CURB APPEAL

- ☐ Clean or paint the front door; new house numbers and mat.
- ☐ Mow, edge, weed and mulch — or clear snow and ice in winter.
- ☐ Power-wash the driveway, walks and deck.
- ☐ Clean gutters and windows.

- ☐ Deep clean, including windows, baseboards and appliances.
- ☐ Clear counters except two or three styled items.
- ☐ Open blinds and turn on every light for photos.
- ☐ Hide cords, pet items, toiletries and trash cans.

- ☐ Leave for every showing; take pets with you if you can.
- ☐ Lock away valuables, medications and documents.
- ☐ Set the thermostat to a comfortable temperature.
- ☐ Make beds, wipe counters and empty trash each morning.

- ☐ Keep the home in the same condition it was in at acceptance.
- ☐ Schedule agreed repairs with licensed contractors and keep receipts.
- ☐ Don't cancel insurance or utilities until after closing.
- ☐ Plan your move around the possession date in the contract.

- ☐ Leave keys, remotes, codes and manuals for the buyer.
- ☐ Clean the home after moving out.
- ☐ Transfer or close utilities effective the possession date.
- ☐ **Ask a tax advisor** about capital gains and the primary-residence exclusion.



Thinking about selling? Let's walk the house and build a prep plan that pays for itself.

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