



Preparing Your Southwest Florida Home for Sale

A practical room-by-room seller checklist from Realtor Dawn Tietjen

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A well-prepared home can photograph better, show more confidently, and help buyers focus on what makes the property special. You do not need to make everything perfect. Start with the visible details, protect your time and budget, and ask which improvements are likely to matter in your market.

Start with the whole home

- ☐ Remove excess furniture, decor, countertop items, and personal collections.
- ☐ Clean floors, baseboards, windows, glass, ceiling fans, fixtures, and vents.
- ☐ Replace burned-out bulbs and use consistent light color where possible.
- ☐ Touch up obvious scuffs, loose handles, sticking doors, and small maintenance items.
- ☐ Reduce strong fragrances; a clean, neutral home is usually more inviting.
- ☐ Secure medications, valuables, financial papers, keys, and personal information.

Create a strong first impression

- ☐ Pressure wash or clean the entry, driveway, walkway, and lanai as appropriate.
- ☐ Trim landscaping, remove weeds and debris, and add simple seasonal color if helpful.
- ☐ Clean the front door, hardware, exterior lights, mailbox, and house numbers.
- ☐ Store hoses, tools, toys, trash containers, and unnecessary outdoor furniture.
- ☐ Check screens, exterior doors, pool areas, railings, and visible safety concerns.

Kitchen, living areas, and bedrooms

- ☐ Clear most counters and leave only a few intentional items.
- ☐ Organize visible shelves, cabinets, closets, pantry space, and refrigerator surfaces.
- ☐ Clean appliances, sinks, faucets, cabinet fronts, mirrors, and interior glass.
- ☐ Make beds neatly and simplify bedding, pillows, artwork, and nightstands.
- ☐ Remove pet supplies, litter boxes, feeding areas, and signs of odor before showings.

Final Preparation and Florida Details

Use this second page for the practical information buyers, photographers, inspectors, and agents may need.

Bathrooms, laundry, garage, and storage

- ☐ Clear bathroom counters and showers; store toiletries, medications, towels, and cleaning supplies.
- ☐ Clean grout, caulk, mirrors, fixtures, exhaust fans, and shower glass.
- ☐ Organize laundry products and remove excess items from utility areas.
- ☐ Create clear walking paths in the garage and storage areas; do not hide access panels.
- ☐ Remove or properly dispose of unwanted paint, chemicals, fuel, and hazardous materials.

Gather helpful property information

- ☐ Association documents, current fees, contact information, and community details.
- ☐ Approximate ages and service records for roof, HVAC, water heater, windows, and major appliances.
- ☐ Permits, warranties, invoices, surveys, elevation certificates, and transferable service plans.
- ☐ Insurance and flood-related information that may be useful to discuss with qualified professionals.
- ☐ A list of upgrades with approximate completion dates - without overstating their effect on value.

Before photography and every showing

- ☐ Open blinds and curtains, turn on lights, and make rooms feel bright and welcoming.
- ☐ Set a comfortable temperature and address humidity or stale indoor air.
- ☐ Remove vehicles from the driveway when possible and secure pets before visitors arrive.
- ☐ Hide trash, laundry, dishes, cords, remotes, and personal-care items.
- ☐ Confirm gates, doors, alarms, lockboxes, and showing instructions are working properly.
- ☐ Leave the home during showings so buyers can look and speak comfortably.

Thinking about selling? Request a complimentary home-value conversation at SellItByDawn.com/home-value

This checklist provides general preparation ideas, not inspection, repair, legal, tax, insurance, appraisal, or contractor advice. Property needs and market expectations vary. Dawn can help you prioritize the steps that make sense for your home and selling plans.