

Before You List

A practical seller preparation checklist

1. Clarify your timing

- ☐ Write down your preferred move date and any dates that are flexible.
- ☐ List the people involved in the decision and your main questions.

2. Gather property details

- ☐ Note your address, unit, Mutual, floor plan, parking and recent improvements.
- ☐ Locate ownership, assessment and improvement records. Keep private documents off inquiry forms.

3. Decide what to prepare

- ☐ Make a list of condition concerns, unfinished repairs and presentation priorities.
- ☐ Review those priorities before spending on remodeling, repairs or staging.

4. Compare price and estimated proceeds

- ☐ Discuss recent comparable sales, active competition and property differences.
- ☐ Request an itemized selling-expense estimate with assumptions and a date. Estimates are not guaranteed proceeds.

5. Plan the steps together

- ☐ Confirm current documents and transfer requirements with your Mutual, Stock Transfer and escrow.
- ☐ Separate preparation, marketing and escrow timing; agree on next steps before setting firm move dates.

Leisure World Seller Planning Review

Talk through pricing, preparation priorities, estimated expenses and timing.

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