

Your “Moving On” Seller Checklist

Selling a home you've loved for years is more than a transaction; it's a chapter closing. Take it one step at a time, and you'll protect your equity and your peace of mind.

1. Picture your next chapter

START HERE

- ☐ Decide where you're headed: downsize, 55+ living, closer to family, or out of state
- ☐ Choose a target timeline that feels comfortable
- ☐ Decide whether to buy before you sell or sell first
- ☐ Talk with your tax professional about the home sale exclusion and capital gains

2. Know your numbers

CLARITY FIRST

- ☐ Get your current mortgage payoff amount, if any
- ☐ Ask for a pricing review based on recent nearby sales
- ☐ Estimate your net proceeds after costs
- ☐ Set a budget for your next home or rental

3. Declutter and right-size

ROOM BY ROOM

- ☐ Work one room at a time, starting with the easiest
- ☐ Sort into **keep, gift, sell, donate**
- ☐ Offer family keepsakes to loved ones early
- ☐ Consider a senior move manager or estate sale company
- ☐ Shred old documents and digitize treasured photos

Be kind to yourself: Letting go of belongings takes time. Starting a few months ahead makes it far less stressful.

From listing to closing day

4. Prepare the house

BEFORE LISTING

- ☐ Make small repairs: leaky faucets, loose handles, burned-out bulbs
- ☐ Consider fresh neutral paint and updated light fixtures
- ☐ Service the furnace and clean or replace filters
- ☐ Boost curb appeal: trim shrubs, add plants, refresh the front door
- ☐ Deep clean, including windows and carpets
- ☐ Gather records: improvements, warranties, HOA info, utility costs

5. Listing and showings

ON THE MARKET

- ☐ Schedule professional photos
- ☐ Agree on a pricing strategy
- ☐ Lock away valuables, medications and personal papers
- ☐ Plan where you'll go during showings

6. Under contract to closing

USUALLY 30 TO 45 DAYS

- ☐ Complete the Colorado **Seller's Property Disclosure** honestly
- ☐ Work through the buyer's inspection requests with your agent
- ☐ Schedule movers and transfer or cancel utilities
- ☐ Forward your mail and update your address with Social Security, Medicare, pensions and banks
- ☐ Leave keys, garage openers and appliance manuals for the new owners

Thinking about your next move?

Book a free, no-pressure strategy call. We'll plan it together, on your timeline.

Call or text
720-301-5413

This checklist is general information, not legal, tax, or lending advice. Loan programs, rates and requirements change; confirm details with your lender, attorney or tax professional. Roselle Campbell is a licensed Colorado real estate broker with Fathom Realty Colorado, LLC.