



# 30 Days to Prepare to Sell

*Your Daily Guide to a Stress-Free, Top-Dollar Home Sale*





# Let's Get Started!

Selling your home is a big move—literally and emotionally. This 30-day guide helps you get your home market-ready one day at a time. From decluttering to curb appeal, we've broken down the process into easy, manageable steps so you can attract buyers and secure top dollar. Each day brings you closer to a stunning listing and smooth sale. You've got this—let's get started!



30  
Days

# Operation: Get Your House (and Life) Together

## Day 30 - Create a Home Sale Binder

Think of this as your South Coast selling command center. Stash business cards, receipts, utility bills, and any “honey-do” lists you plan to finally check off. This binder will keep your brain from melting faster than Del’s Lemonade in July.

## Day 29 – Declutter the Junk Drawer

Let’s be real: if your junk drawer were a person, it’d need therapy. Toss those tangled chargers, mystery screws, and expired coupons from 2015. Starting small builds confidence and momentum, and it gives you a quick win to kick things off. Buyers won’t see this drawer, but getting rid of clutter in hidden spots is great mental prep. Think of it as decluttering your energy too.

## Day 28 – Purge the Closets

Buyers always open closets—they’re basically legally required to be nosy. If your hallway closet causes avalanches, it’s time to donate, store, or toss. Aim for 50% full and neatly organized shelves to make the space feel bigger. Matching bins or baskets? Bonus points. Remember, storage sells—especially in New England winters.

*"Every great sale starts with a little chaos and a clean junk drawer."*





# Setting the Stage (Literally)



27

Days

## Day 27 – Choose Your Agent & Timeline

Choosing a strong real estate agent sets the tone for your entire sale—and spoiler: you already know the best team (us). We'll work with you to set the right timeline, strategize pricing, and make the process feel way less overwhelming. Whether you're trying to list before school starts or after the holidays, timing is key. We'll help you line things up perfectly. It all starts with the right partner.

## Day 26 – Schedule a Pre-Listing Walkthrough

This is where the magic begins. We walk through the home together to identify what to enhance, fix, clean, or just stage better. We'll give you feedback that's honest but helpful—not the kind that makes you want to move out early. Think of it like a home makeover with a little coaching. And don't worry—we've seen worse (really).

## Day 25 – Gather Important Docs

Buyers (and their attorneys) love details: warranties, repair history, permits, tax records—you name it. Having these ready builds trust and saves time during the offer process. If you can't find them, call utility companies or your contractor now rather than later. Toss everything into your binder for safekeeping. You're building a paper trail of confidence.

*"Behind every successful seller is a real estate agent with a game plan and a label maker."*





# DIY TLC (Tidy, Light, and Curb)



24

Days

## Day 24 – Room-by-Room Prep Plan

Each room gets its own to-do list today. Walk through your home like a buyer—notice chipped paint, weird smells, or clutter piles. A mini makeover plan for each room makes your prep more organized and less overwhelming. Start with low-use areas like guest rooms or the attic. You'll thank yourself when it's time to stage.

## Day 23 – Buy Your Staging Supplies

You don't need a Pottery Barn budget to make your home pop. Hit up HomeGoods, Ocean State Job Lot, or Target for staging staples like baskets, throw pillows, and neutral bedding. Keep it simple, fresh, and bright. Buyers love homes that feel clean and cozy—not cluttered or overly personal. Don't forget a few candles or plug-ins that smell like "fresh linen" and not "wet dog."

## Day 22 – Boost That Curb Appeal

Your front yard is your home's first impression—make it count. Mow the lawn, trim the shrubs, and sweep the walkway like Miss Massachusetts is coming over. A new doormat and a fresh coat of paint on the front door do wonders. Add flowers or greenery if the season allows (mums in fall, hydrangeas in summer). South Coast charm starts at the curb.

*"Staging is just flirting with furniture—and we're here for it."*





# Scrub It 'Til It Shines Like Buzzards Bay in July



## Day 21 – Deep Clean the Kitchen

The kitchen is the heart of the home—and the first place buyers zoom in on. Degrease those cabinets, wipe down every surface, and make your stainless steel shine. Hide the toaster, the air fryer, and last night’s takeout. Clean, clear counters look bigger and more inviting. Pro tip: a bowl of lemons or fresh flowers adds a nice touch.

## Day 20 – Deep Clean the Bathrooms

You want your bathrooms looking spa-like—not gas-station-chic. Scrub every surface until it shines. Swap out old shower curtains and rugs, and bleach anything that looks suspicious. A new hand towel, soap dispenser, and plant can make even a tiny bathroom feel refreshed. If your toilet seat wiggles, fix it. Please.

## Day 19 – Depersonalize the Living Room

Buyers need to picture themselves living here, not focus on your family’s trip to Disney in 2014. Box up personal photos, collectibles, political memorabilia, and anything “niche.” Replace them with neutral, calm, cozy touches—like a basket with a folded throw or a coffee table book. Make it feel like a space for anyone. Remember: simple = sellable.

*"A sparkling toilet won't sell your house... but it definitely won't hurt."*





18

Days

# Patch It, Paint It, Pretend You're Handy

## Day 18 – Patch & Paint

You don't need to be a contractor—just get rid of those scuffs, nail holes, and paint chips. A fresh coat in a neutral color makes your home feel clean and move-in ready. South Coast buyers love warm grays, soft whites, or anything with “sea” or “sand” in the name. Paint is one of the cheapest updates with the biggest return. Skip the accent walls and go with universally appealing tones.

## Day 17 – Check Light Fixtures

Clean and dust all light fixtures in the house. Replace any burnt-out bulbs and choose warm white light over stark blue. Bright homes feel happier and more spacious. Good lighting makes a big difference in listing photos too!

## Day 16 – Clean Windows & Screens

Let in all that glorious natural light—and give buyers a crystal-clear view of the backyard. Wash inside and out, clean the tracks, and replace torn screens if needed. Bonus: clean windows instantly make a room feel larger and brighter. South Coast homes shine best when the sun's pouring in. (Yes, even in March.)

*"Paint fixes a multitude of sins. So does a good lighting fixture."*





15  
Days

## The Bedrooms and Basements Glow-Up

### Day 15 – Tidy the Bedrooms

Bedrooms should feel peaceful and put-together. Make the bed like you're trying to win a hotel competition—crisp sheets, smooth comforter, and extra pillows. Remove clutter, store cords, and tuck away personal items. Use matching lamps and a cozy throw to tie it all together. Calm, clean bedrooms sell homes.

### Day 14 – Organize the Closets

Buyers peek into every closet—they want to know if their entire life will fit inside. Remove half your wardrobe, organize shoes, and use bins or baskets to store loose items. Group items by color or type for visual appeal. If the floor of the closet is cluttered, clean it up so it looks like there's room to grow.

### Day 13 – Sweep the Garage & Basement

These spaces don't need to be HGTV-ready—but they do need to be clean and walkable. Remove cobwebs, sweep the floor, and neatly stack boxes or tools. If your garage doubles as a junk room, now's the time to clear it out. Basements should smell clean and dry, not like grandma's attic. Buyers want usable space, even if it's unfinished.

*"A made bed a day keeps the lowball offers away."*



12

Days

# Roll Out the Red Carpet (or Steam It, At Least)

## Day 12 – Style the Entryway

First impressions matter, and the entryway is where they start. Clear away shoes, keys, and coats and replace with a clean welcome mat and a tidy table or bench. Add a small plant or framed art for polish. Bonus if it smells nice when they walk in—think “fresh” not “Febreze explosion.” Simple and inviting wins every time.

## Day 11 – Deep Clean Floors & Rugs

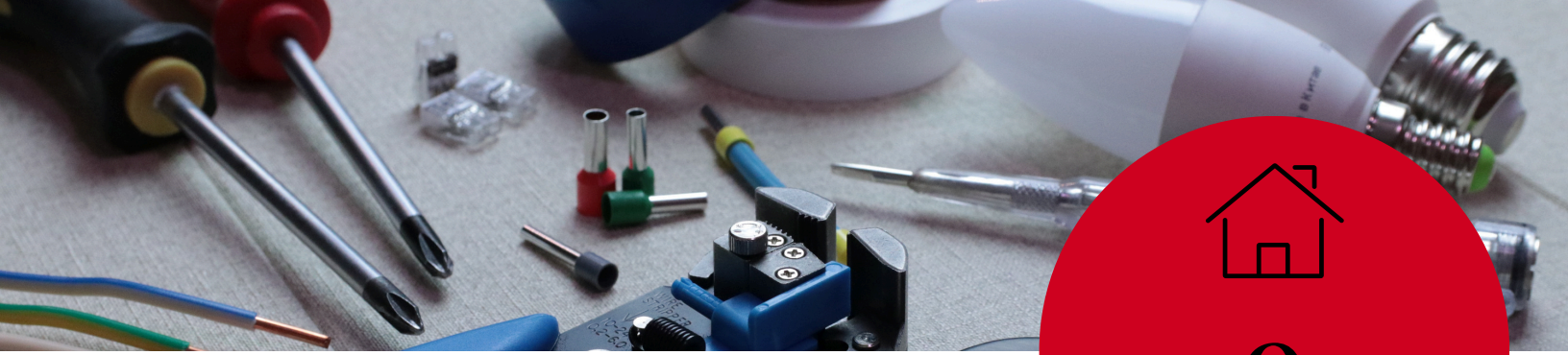
If your rugs or carpets have seen one too many spills, this is the day to fix it. Rent a cleaner or hire pros to shampoo carpets. Vacuum under furniture, mop every corner, and show those baseboards some love. Shiny floors signal a well-maintained home. Your future buyer’s socks will thank you.

## Day 10 – Get Ready for the Professional Photographer

Today’s the day to make your home camera-ready—think of it like prepping for a magazine shoot. Tuck away all cords, remotes, toiletries, pet bowls, and anything that clutters the space. Open all blinds and turn on every light to let your home shine (literally). Fluff pillows, straighten towels, and hide trash bins. The cleaner and more open your spaces look, the better they’ll capture—and the more buyers will fall in love at first scroll.

*"Clean floors, pro photos, and the scent of 'I've got this'—let's go!"*





9

Days

# Smile—You're Listing on the South Coast!

## Day 9 – Preview Your Listing

Time to double-check your home's online debut. Review the listing description, photo order, and features we're highlighting—especially if you've got that finished basement or fenced-in yard. Spelling matters (yes, even "quartz countertops"), and so does telling your home's unique story. Your home deserves a great intro. Let's make sure buyers fall in love before they even visit.

## Day 8 – Make a Showing Plan

Life doesn't stop just because your home is for sale—but it does get trickier. Work out a plan for where you'll go during showings (hint: coffee in Padanaram or a walk on Horseneck Beach). Tidy quickly before leaving: dishes, lights, scent, and pet toys. Buyers prefer homes that feel open, not lived-in chaos. A few hours of flexibility can mean thousands more in your pocket.

## Day 7 – Finish Final Repairs

Wrap up your punch list today—door handles, light switches, cabinet hinges, you name it. Small issues add up and can make buyers wonder what else might be wrong. Even the stuff you've lived with for years can raise red flags. Tackle the squeaks, drips, and wobblies now. Your future self during negotiations will thank you.

*"You're only one squeaky hinge away from greatness."*



# Almost Showtime: Polish and Post



## Day 6 – Final Walkthrough with Agent

It's time for a final sweep with your agent—you've done the hard work, now let us fine-tune. We'll help you look at your home with a buyer's eyes and make any last-minute tweaks. From lighting to flow, we'll stage and straighten what needs it. This is where your home turns from "lived in" to "ready to list." You're nearly there!

## Day 5 – Prep Marketing Materials

Let's make your home the talk of the South Coast! We'll get your listing flyers, postcards, email blasts, and social media previews ready to roll. If your home has a fun or emotional hook (like the backyard garden planted by grandma), now's the time to share it. Our goal? Buzz. The kind that brings buyers to your door.

## Day 4 – Lock Up Valuables

Before showings begin, secure anything valuable or personal—jewelry, documents, medications. You never know who might be coming through the house. We keep it safe and professional, but extra caution is smart. Store sensitive items offsite or in a locked drawer. Peace of mind helps you focus on what matters.

*"Marketing magic starts with mopped floors and well-placed throw pillows."*





3

Days

# Smell That? It's the Scent of Success

## Day 3 – Final Clean & Scent Check

We're talking sparkle-and-shine status here. Wipe every counter, shine the faucets, and vacuum those corners one last time. Scent matters—go light and clean: fresh linen, citrus, or cotton are safe bets. Avoid heavy air fresheners or candles that scream “cover-up.” You want buyers to remember how great your home looked—not how it smelled like a Yankee Candle store.


## Day 2 – Review the Launch Plan

Everything should be lined up—photos, price, listing date, open house schedule, and all marketing materials. Review it with your agent so there are no surprises. This is your final chance to tweak or improve before your home hits the MLS. Think of it as checking the stage before opening night. Take a deep breath—you're ready.

## Day 1 – Launch Day!

You did it! Your home is officially on the market and looking its absolute best. Share the listing with friends, family, and on social media (we'll provide graphics if you need them). Celebrate with coffee, wine, or a celebratory beach walk—whatever feels right. You've put in the work, now let the offers roll in.

*"Smells like success... or at least fresh lemon and a pending offer."*



BUY LOCAL



0

Days

# Local Love: Because We Know the South Coast Like We Know Real Estate

## Donation Drop-Offs & Pickups

- GiftsToGive – Acushnet
- Savers – Fall River & Dartmouth
- The Salvation Army – New Bedford

## Staging & Decor on a Budget

- HomeGoods – Dartmouth
- Target – Wareham
- Ocean State Job Lot – Fairhaven

## Cleaning Services

- Coastal Clean Team – New Bedford
- Merry Maids – South Coast area
- NCL Cleaning – Dartmouth

## Grab-and-Go Fuel

- Sunrise Bakery – New Bedford
- Mirasol's Café – Dartmouth
- Dunkin' – Everywhere (you know this)

## Quick Fix Supply Stops

- Rocky's Ace Hardware – Fairhaven
- Home Depot – Somerset & Fairhaven
- Lowe's – Wareham

*"It takes a village to sell a home. Good thing ours comes with fresh coffee, staging bins, and friendly hardware store staff."*



# You Did It!

You Did It, Seller Superstar!

Selling a home can feel like a full-time job—but you nailed it. From the junk drawer purge to the final sparkle and scent, you’ve prepped like a pro. Now, with the right pricing and strategy (that’s our job), you’re positioned to sell smart and smooth. No matter what comes next—upsizing, downsizing, relocating—we’re here to guide you. Here’s to closing day and your next big adventure!

—The Landry Group

Keller Williams South Watuppa – Your South Coast Experts

