

THE CHECKLIST

3X

THE 3X RULE

YOUR CLOSING TOOL

Buyers multiply repair costs by 3–4x at inspection. The \$2K you skip on prep becomes \$6–8K at the negotiation table. You're either gonna pay now, or pay later.

LIGHTING — THE #1 SKIPPED ITEM

- ☐ **Common areas (kitchen / living / bedrooms):** 3000K, 65W min equivalent
- ☐ **Studies, soft areas, closets:** 2700K
- ☐ **Garage and laundry only:** 5000K is fine
- ☐ Every bulb in the house must match — no mixed color temps

CURB APPEAL — 4–6 WEEK LEAD TIME

- ☐ **Fertilize day 1** — takes 4–6 weeks to green up
- ☐ Black mulch at quarter-inch depth
- ☐ Pop of color: purples, yellows, annuals
- ☐ Pressure wash all flatwork (drive, walk, porch)
- ☐ Fresh front door mat

CLOSETS & PANTRIES

- ☐ **Nothing on the top shelf. Nothing on the floor.** (Case of water OK)
- ☐ Master closet: one type of hanger throughout
- ☐ Get rid of 50–60% of clothing
- ☐ 3–4 inches between every remaining article
- ☐ Pantry: empty it, paint shelves white, boutique it out

SMELL — BUYERS NOTICE IN 3 SECONDS

- ☐ **Replace AC filter day 1** (high-MERV if any pet history)
- ☐ Run the AC during all showings
- ☐ **Pet damage on carpet:** replace pad and carpet, not just carpet
- ☐ **Vacant + pet or smoke history:** ozone machine 3–4 days

TOUCH-UPS, PAINT & FIXTURES

- ☐ **Either don't touch up paint at all, or paint the whole wall.** Bootleg touch-ups stand out worse.
- ☐ No live plants in photos — silk or fresh-cut only
- ☐ Replace dated chandeliers with simple flush mounts
- ☐ Patch and paint any hole left by removed curtain rods

SHOWING DAY — 6 NON-NEGOTIABLES

- ☐ AC filter changed (high-MERV if pet history)
- ☐ Leave 5–10 min before the showing, return 5–10 min after
- ☐ Toilet seats always down
- ☐ AC running
- ☐ Beds made, soft jazz on Alexa at low volume

PHOTO DAY — STRICTER THAN SHOWINGS

- ☐ **Counters completely clear** (showings: daily-use OK)
- ☐ Bathrooms: white towels only, soap and washcloths hidden
- ☐ Beds: white duvet treatment and accent pillows
- ☐ Pre-photo walk: position blinds, lights on, fresh flowers

PRE-LIST INSPECTIONS — OFFENSE ONLY

- ☐ **Older home or foundation concerns:** engineer's report pre-list. North Texas clay moves — buyers will ask.
- ☐ **Don't replace roof / HVAC / water heater pre-list** — save them as inspection chips.
- ☐ **Frame upfront:** "This will be a roof negotiation."

Josh White

REALTOR® | Close Real Estate | Fort Worth & Parker County, TX

432.215.9177 • josh@closereal.com • buysellfortworthhomes.com

CRE | CLOSE
REAL
ESTATE