



SIX 1 FIVE LIVING

The Pre-Listing Checklist

What Nashville sellers need to do before they list.

01 FIX FIRST

DEAL-KILLERS

- ☐ Book a pre-listing inspection (\$300–\$500)
- ☐ Address roof leaks or significant age-related deterioration
- ☐ Fix foundation cracks larger than ¼ inch
- ☐ Resolve electrical hazards (outdated panels, aluminum wiring)
- ☐ Repair active plumbing leaks
- ☐ Test for and remediate mold

02 HIGH ROI ACTIONS

- ☐ Professional deep clean (\$200–\$400 · 403% ROI)
- ☐ Replace garage door if dated or damaged (~\$4,672 · up to 268% ROI)
- ☐ Replace steel entry door if worn (~\$2,435 · 216% ROI)
- ☐ Repaint interior in neutral colors (\$1,500–\$4,000 · ~100% ROI)
- ☐ Refresh curb appeal: power wash, mulch, trim, mailbox

03 PRESENTATION

- ☐ Remove personal photos and excess furniture
- ☐ Deep clean inside cabinets, closets, and appliances
- ☐ Fix obvious visible damage: peeling paint, broken fixtures, stained carpet
- ☐ Replace burnt-out lightbulbs throughout
- ☐ Clean windows inside and out

04 WHAT TO SKIP

- ☐ Full kitchen renovation (returns 50–70% of cost)
- ☐ Full bathroom remodel (same problem)
- ☐ High-end flooring upgrades
- ☐ Trendy finishes for an unknown buyer

05 BEFORE YOU SET YOUR PRICE

- ☐ Get a current home value estimate at six1fiveliving.com/whats-my-home-worth
- ☐ Talk to your agent about comparable sales in your specific neighborhood
- ☐ Run the full cost-to-sell math before committing to a list price

This checklist is for informational purposes only. Repair costs and ROI figures reflect 2025–2026 national averages. Consult a local agent for guidance specific to your home and market.