YOUR 12-MONTH HOME SALE PREPARATION PLAN

12 thoughtful steps for downsizing homeowners, executors and families preparing an estate property for sale.

EVERY HOME HAS ITS OWN TIMELINE

This is a flexible planning guide—not a required 12-month schedule or a promise of a particular listing date. Some transitions can move from estate sale to market in 3–4 weeks; others require more time. Timing depends on occupancy and move-out dates, the scope of preparation, personal property sales, vendor availability, seasonality and market conditions.

Some work cannot begin until the home is vacant. We develop a realistic schedule around your circumstances, available vendors and the right sequence of work—not simply the earliest possible listing date.

EARLY PLANNING | CLARIFY & ASSESS

☐ 01. Define the transition. Identify your desired timing, living arrangements, decision-makers and estate or family responsibilities.

☐ 02. Discuss the property early. Review likely value, condition and improvements that may—or may not—be worthwhile.

☐ 03. Evaluate belongings before moving them. Identify keepsakes and items worth selling or consigning before storage, donation or disposal.

DECISIONS & PRIORITIES | BUILD THE PLAN

☐ 04. Establish a working budget. Consider vendor work, moving, estate liquidation, carrying costs and possible delays.

☐ 05. Choose improvements strategically. Prioritize safety, presentation and buyer expectations; account for work that must wait until move-out.

☐ 06. Plan personal property sales. Determine the sequence for estate sales, auctions, consignments, donations and clear-outs.

FROM PLAN TO MARKET

Preparation schedules are customized. The steps below may overlap, compress or shift depending on occupancy, vendor calendars and market conditions.

COORDINATION | PUT THE PLAN IN MOTION

☐ 07. Confirm scope and scheduling. Coordinate estimates and vendor availability; allow lead time for busy spring and summer schedules.

☐ 08. Transition belongings in sequence. Complete planned sales and consignments before donations and final clear-outs whenever practical.

☐ 09. Reassess timing and market strategy. Adjust the target listing date for occupancy, completed work, current buyer demand and available resources.

FINAL PREPARATION | LAUNCH WHEN READY

☐ 10. Complete property preparation. Finish approved repairs, painting, flooring, cleaning, landscaping and appropriate inspections or documentation.

☐ 11. Prepare the presentation. Finalize staging, photography, marketing and pricing based on current market conditions.

☐ 12. Launch with a coordinated plan. Confirm showing arrangements, offer strategy, decision-making roles and closing steps.

FIVE COSTLY MISTAKES TO AVOID

- Renting storage before evaluating what is inside the home.
- Renovating before understanding what buyers will value.
- Giving away or discarding potentially valuable belongings.
- Assuming contractors and estate-sale teams can start immediately after move-out.
- Committing to a listing date before the scope of work and vendor schedules are confirmed.

BEFORE YOU RENOVATE, RENT STORAGE OR START CLEARING OUT—LET'S TALK.
Rainier Estates helps families plan and coordinate personal property, home preparation and the eventual sale. Initial planning conversations are complimentary; hands-on coordination may require a separate engagement.

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