ATLANTA COMMUNITIES
REAL ESTATE BROKERAGE

Tom Andre
Associate Broker & REALTOR®

1 · START WITH PERSPECTIVE

Prepare the home—and give yourself a workable pace

A longtime home holds a history that buyers will never fully see. Preparing it for sale can feel personal. Begin with a clear plan that respects that history and helps the next buyer understand the property.

Tell Tom what matters

What I most value about this home is...

What feels difficult about preparing or leaving it is...

My ideal timing—and the reason behind it—is...

Walk through before making big spending decisions

Ask Tom to review the home's condition, presentation, likely buyer questions, and competition. Agree on priorities before starting a large renovation or assuming every dated feature must be replaced.

Create three preparation lists

- Address: items that need attention or professional evaluation.
- Consider: improvements to weigh against cost, time, and the property's market position.
- Leave: features you will present honestly without changing, based on the agreed strategy.

Choose one manageable starting point

A clear entryway, one drawer, or a list of known repairs can create momentum. The first task should make the next one easier.

> **Property expertise + personal support**
> A preparation plan with clear priorities, realistic pacing, and practical support.

Let's talk through your next move

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2 · THE PREPARATION CHECKLIST

Focus on clarity, condition, and presentation

Use this checklist to organize a walkthrough. It does not replace professional inspections or property-specific advice.

Condition and professional evaluation

- List known problems, past leaks, repairs, and unfinished work.
- Identify safety or access concerns for qualified professionals to assess.
- Discuss major systems or visible defects before deciding how to proceed.
- Keep records of work and any transferable warranties.

Presentation

- Clear walkways and surfaces while preserving a comfortable place to live.
- Clean windows, kitchens, bathrooms, and high-use areas.
- Review lighting, small maintenance tasks, and exterior first impressions.
- Discuss photography, floor plans, video, and staging recommendations with Tom.

Information buyers may ask about

- Gather improvement records, system ages, manuals, warranties, and available permits.
- Locate association information, dues, rules, and relevant property documents.
- Prepare accurate answers and discuss the disclosure process with Tom.
- Store sensitive documents, valuables, and personal information securely.

3 · THE PEOPLE AND LOGISTICS

Make preparation a supported process

A good plan accounts for the people living in the home, the help available, and the choices that take more emotional energy.

Handle belongings in stages

Identify what you will take before deciding how to empty the rest. Photograph meaningful spaces or objects if that helps preserve the memory. Offer items to family with a clear response date, then arrange the next destination for what remains.

Share the workload

- Assign a specific person to each task and note whether paid help is needed.
- Ask for written scopes and estimates before authorizing work.
- Set a manageable schedule for sorting, cleaning, repairs, and moving.
- Keep a short list of open questions rather than trying to resolve all of them immediately.

Plan for showing days

- Agree on notice, availability, pets, parking, and household routines.
- Create a short reset checklist for essential spaces.
- Discuss how feedback will be shared and when you will evaluate changes.
- Plan a comfortable place to be during showings.

Protect your energy

Tell Tom when the pace or uncertainty becomes difficult. He can help organize the property decisions, clarify the next step, and identify where practical support would make a difference.

Preparing a Longtime Home for Sale

4 · YOUR PREPARATION WORKSHEET

Make the next week manageable

Start with a few decisions you can act on. Update the plan after the property walkthrough and as new information becomes available.

My first three priorities

Priority 1 / person responsible / target date...

Priority 2 / person responsible / target date...

Priority 3 / person responsible / target date...

My support plan

The task I want professional help with is...

The belongings or room that need extra care are...

My preparation budget to review is...

The question I want to ask before spending money is...

What would help me feel supported through this sale is...

Start with a preparation conversation

Tom can help you distinguish worthwhile preparation from unnecessary work, plan how to present the property, and make room for the personal side of leaving a longtime home. Bring this worksheet and start where you are.

Tom Andre is an Associate Broker, third-generation REALTOR®, and former psychotherapist (GA-LPC). He previously earned the Seniors Real Estate Specialist® (SRES®) designation and no longer maintains it. That training and experience inform his balance of real estate analysis, thoughtful listening, and steady personal support.

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