



ARRIVAL POINT PROPERTIES

SELLER'S CHECKLIST

The Boulder County Seller's Checklist

A working checklist for selling a home in Boulder County, from deciding whether it's the right time through move-out day. Print it, check the boxes, and protect your number at every step. The same sequence we run with every listing.

01

SECTION 01

Is now the time?

Separate market timing from life timing before anything else.

5 ITEMS

Section 01

Is now the time?

- ☐ Decide what's driving the move: your life, the market, or both
Life timing usually should win. Perfectly timing a hyper-local market is a losing game.
- ☐ Account honestly for the cost of waiting against the cost of moving
Carrying costs, opportunity cost, and the rate environment all factor in.
- ☐ Choose your sequence: sell first for certainty, or buy first for a destination
- ☐ Understand how contingent offers are received in a low-inventory market
- ☐ Ask your agent whether the honest answer is "not yet"

02

SECTION 02

Pre-listing home prep

Preparation has the highest return of any decision in a sale, but only the right preparation.

6 ITEMS

Section 02

Pre-listing home prep

- ☐ Do the high-ROI short list: paint, lighting, deep declutter, targeted repairs
- ☐ Skip the over-improvements buyers won't pay back
A full remodel of a kitchen you'll never use rarely returns its cost.
- ☐ Decide on a pre-listing inspection
It can surface-proof the deal but creates disclosure obligations. Weigh it deliberately.
- ☐ Handle the few repairs that remove obvious buyer objections
- ☐ Confirm which energy and systems upgrades local buyers actually pay a premium for
- ☐ Coordinate prep timing so the home hits the market fully ready, not "almost ready"



Boulder Creek in autumn.

03

SECTION 03

Photo day preparation

Buyers decide in the first scroll. Do this the night before the shoot.

6 ITEMS

Section 03

Photo day preparation

- ☐ Clear every countertop and surface
- ☐ Remove personal photos, fridge clutter, and valuables
- ☐ Replace dead bulbs so light reads warm and even
- ☐ Open blinds and curtains for natural light
- ☐ Tidy the yard, entry, and any visible exterior
- ☐ Stage to help buyers read the space, not to disguise it

04

SECTION 04

Showing readiness routine

A routine you can sustain beats a white-glove standard you'll abandon by day three.

5 ITEMS

Section 04

Showing readiness routine

- ☐ Keep a quick reset routine: surfaces clear, lights on, blinds open
- ☐ Make access easy
The easier your home is to see, the more it will be seen.
- ☐ Secure valuables, medications, and sensitive documents before every showing
- ☐ Have a plan for pets and kids during showing windows
- ☐ One opinion is noise; a repeated theme is signal
Read showing feedback for themes, not single comments.



A neighborhood park, foothills behind.

05

SECTION 05

Offer evaluation

The highest number and the best offer are not always the same envelope.

6 ITEMS

Section 05

Offer evaluation

- ☐ Weigh price together with terms, contingencies, and closing timeline
- ☐ Assess buyer strength: cash, underwritten financing, or shaky pre-qual
- ☐ Consider the likelihood the buyer actually performs and closes
- ☐ In multiple offers, keep the process real but clean
A scorched-earth bidding war can blow up when the winner walks.
- ☐ Prepare for the second negotiation: the inspection objection
- ☐ Decide which concessions are cheap to give and which erode your net

06

SECTION 06

Closing day (seller)

A good closing is anticlimactic. Handle the surprises weeks earlier.

6 ITEMS

Section 06

Closing day (seller)

- ☐ Gather payoff statements for any existing loans
- ☐ Confirm prorations for taxes and other shared costs
- ☐ Provide the documents the title company needs to fund and record
- ☐ Review your net proceeds on the settlement statement before signing
- ☐ Verify how and when funds reach you: wire versus check, same-day versus next-day
- ☐ Confirm your mortgage payoff posts and the lien is released after closing



Boulder Creek in autumn.

07

SECTION 07

Move-out and possession handover

Don't create a walkthrough problem on your way out.

8 ITEMS

Section 07

Move-out and possession handover

- ☐ Leave the home in the agreed condition and complete promised repairs
- ☐ Leave everything that was listed as conveying
Light fixtures, appliances, window treatments, mounted hardware. Removing them can stall closing.
- ☐ If you need extra days, paper a post-closing occupancy agreement in writing
Define the move-out date, any daily rate, and who carries risk.
- ☐ Cancel or transfer utilities for the closing date
- ☐ Leave manuals, warranties, spare keys, garage remotes, and gate codes
- ☐ Forward your mail and update your address
- ☐ Talk to your CPA about the primary-residence capital-gains exclusion
We flag it so you're not blindsided; we don't give tax advice.
- ☐ Save your closing packet and settlement statement somewhere findable
– you'll need them at tax time and for any future sale

THE TEAM

Your Boulder County team.

Five agents who live where we sell, specialized by area and transaction type.



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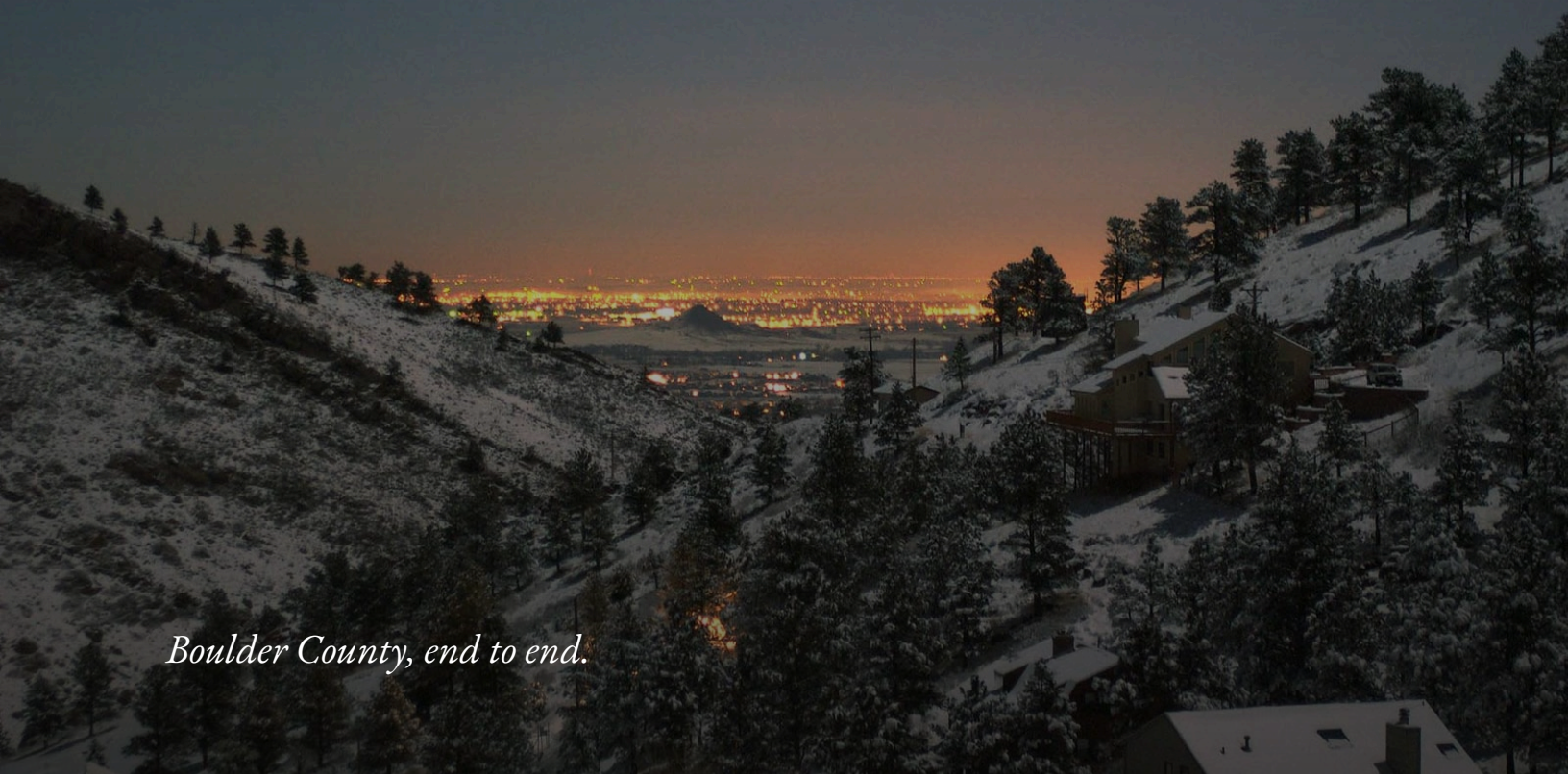
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Boulder County, end to end.

READY TO TALK?

When you're ready, we're here.

When you're ready to start, we're here. Schedule a conversation, no pressure and no obligation, and put the whole team to work.

SCHEDULE arrivalpointproperties.com/consultation

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