



THE PRE-LISTING DEAL KILLER CHECKLIST

Before the Sign Goes *in the Yard.*

Spot the hidden system red flags, document trapdoors, and environmental issues that stall closings and quietly erode your equity — before a buyer's inspector ever finds them. Handle them on your schedule, and you keep control of the deal.

01 The Big Four Systems

STRUCTURAL

- ✓ **The Foundation**
Stair-step exterior brick cracks, doors that catch or rub their frames, and interior drywall fissures above door arches.
- ✓ **The Roof Assembly**
Wind-curved shingles, heavy granule loss collecting in gutters, and old moisture stains on attic decking.
- ✓ **Electrical Hazards**
Uninsurable legacy panels — Federal Pacific, Zinsco, or Challenger breaker boxes need to be addressed before marketing.
- ✓ **Plumbing Mechanics**
Slow-draining lines, mineral build-up on supply lines, and unvented water heaters stored in attic locations.

02 Environmental Factors

ON-SITE

- ✓ **Exterior Wood Rot**
Inspect fascia edge runs, entry thresholds, and low siding borders where damp conditions accelerate frame decay.
- ✓ **HVAC Performance**
Systems that fail to produce a baseline 15–20° temperature split get called out by inspectors instantly.
- ✓ **Termite Boundaries**
Ensure crawlspaces and foundations are clear of active wood-destroying insects and visible mud tubes.



03 The Legal Trapdoors

TITLE & COMPLIANCE

- ✓ **Unpermitted Additions**
Converted garages, sunrooms, or covered patios completed without formal municipal construction permits.
- ✓ **Solar Panel Contracts**
Outstanding lease or PPA agreements — many buyers refuse to assume a long-term solar payment.
- ✓ **Survey Encroachments**
Fence lines or outbuildings crossing a legal boundary can instantly halt title processing.
- ✓ **HOA Compliance Alerts**
Clear pending aesthetic fines, landscape adjustments, or vehicle violations before contract submission.

“You can either spend a few hundred dollars handling minor repairs on your own schedule now — or pay a licensed contractor thousands on a buyer’s frantic timeline later. Handle these upfront and you keep 100% control of your home’s equity.”

ALFRED CASTILLO

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NO COST · NO OBLIGATION

TAKE CONTROL OF YOUR LISTING NARRATIVE

Request Your Free Pre-Listing Audit



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