



Preparing Your Home To Sell



Sellers Checklist



Checklist to Ready Your Home For Selling

“You never get a second chance to make a good first impression”.

To ensure that buyers see the very best your home has to offer, the following are some ideas to assist you to see your home through the eyes of buyers. You do not have to do everything, but do what you can do within your time and budget to make your home “show ready”. If you have children, designate some tasks to them, they will feel part of the process and it assists them in dealing with the reality that they will be moving to a new home.

I work every day with buyers and can share with you what I have learned about what buyers like and dislike about the home they are viewing.

Curb Appeal: stand out in front of your house and look to see what potential buyers are seeing when first approaching your home. Look specifically for:

- Lawn & Garden: mow, trim, weed, clean away any dead foliage
- Extra vehicles: remove from the driveway if possible
- Clean windows and sills
- Keep walks and drive ways clear of snow and debris
- Repair doors and windows, screens and hardware
- Fix or paint siding and fencing as needed
- Add large planter, wreath or new doormat at entrance
- Add potted flowers to your deck
- Add new number or brass door fixture. Paint the front door
- Tidy and organize. Make sure door opener works
- Sweep floors, clean grease spots, store garden tools
- This is your outdoor living space, so treat it as such. Make it look inviting all year round.
- _____
- _____



Inside Your Home: Say goodbye to family photos and other personal property. Potential buyers want to be able to envision their belongings in your house. The less personal it looks the better. Clean your closets and don't forget about the kitchen cupboards. If everything looks full, a potential buyer might assume there isn't enough storage. Clear the kitchen and bathroom counters as well, so that they do not appear cluttered.

Bathrooms and Kitchens: make them sparkle, these are the two most important rooms that you should make sure are clean and immaculate. Clean and organize cupboards.

Repair: Holes in walls, dripping faucets or toilets, make sure all doors close properly and the door stops are in place, door knobs are working and not loose.

Painting: Is the cheapest way to give your home a fresh new look. If you have dark feature walls or unusual paint colours in certain rooms, you should consider re-painting in more neutral colours.

Remove furniture: Less is more. Store clothes and furniture that you are not using so rooms and closets look more spacious. Place furniture so that traffic flows easily from room to room and so that the line of vision into each room is not blocked. Consider off site storage or utilizing a storage bin that can be delivered to your home, filled and take away for safe storage.

Lights on/Blinds Up: A must before every showing. Replace any burned out light bulbs

Scents: Instead of using deodorizers, use scented candles or potpourri

Valuables: Remove anything that is of value (jewelry, money, etc.), and store offsite

Assume that someone is coming to see you now. You want to make sure that your home is spot perfect and ready to show. Every visitor is a potential buyer!



Bathrooms & Kitchen

- Tidy counters, clear extra appliances, accessories, etc.
- Clean out cupboards, medicine cabinets. Pack extras away
- Clean cupboards inside and out
- Check light switches and fixtures
- Clean away any mildew in shower or around tub
- Clean and deodorize garbage areas.
- Repair faucets, toilets or any leaking or dripping taps.
- Fix grout and caulking as needed.
- Patch & paint wall and ceiling cracks.
- Add scented soaps or potpourri

Living Room, Bedrooms and Hallways

- Keep hallways and foyers clear of obstacles
- Make Beds
- Put all unnecessary or out-of-season coats, boots etc. away
- Re-arrange furniture for openness
- Straighten book shelves
- Clear and polish coffee tables
- Tidy play areas; arrange children's bedrooms to look fun and inviting
- Repair ceiling and wall cracks
- Clean fireplace. Arrange for fire to be lit during showings
- Arrange fresh flowers, potpourri, etc. around the room
- Put linens on table, perhaps place a setting on dining room table



What Should You Do During Showings?

- Arrange to be absent during showings if possible.
- Whenever you leave your home, you should assume that it will be shown during your absence, even if there aren't any showings scheduled yet. Therefore, prior to leaving your home, ensure that the lights are on and that the drapes and blinds are open.
- Turn on the air conditioning during the summer or heating during the winter.
- Play quiet background music. Soft Jazz, Classical
- If you cannot be absent, be inconspicuous. Do not follow prospective buyers around. Be invisible unless you are asked a question. If asked, be pleasant and friendly, but do not divulge any information which may be detrimental during negotiations.

Do not allow anyone to show your home unless they have made an appointment through our office or you have checked with me. I have visibility to all showings and who is showing your property.

If you have any questions or concerns, please call me anytime:

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