



GETTING YOUR HOME READY

A guide for sellers...

BOSLEY
REAL ESTATE

TREVOR BOND, Sales Representative
Bosley Real Estate Ltd., Brokerage - 169 Danforth Avenue
T: 416.465.7527 | E: trevor@trevorbond.ca



Is your house ready to show? If we were all our grandparents, this list would be scoffed at; but then we'd have to peel all the patterned wallpaper off the walls and reconsider the salmon coloured toilets (which adorn my home btw). But we're not our grandparents and the list of tasks below is not meant to throw you into panic-mode. I can help. I have peeps that do this stuff. But if you're eager, here's how you can get started before interviewing any agents.

A clean, uncluttered, bright and attractive property is more likely to impress a potential buyer. Buyers tend to overemphasize even minor flaws and overestimate the cost of repairs. Our efforts to prepare your home for sale can anticipate those objections and remove potentially costly barriers to achieving the highest price.

The following key steps will enhance the value of most residential properties:

Cleaning - special attention should be paid to bathrooms and kitchens. I can recommend a good commercial cleaning service, if necessary

Repairs - eliminate buyers' objections before they arise by repairing obvious or noticeable trouble-spots

Decluttering - an uncluttered, tidy property has significantly more appeal to prospective buyers

Decor - a little interior design advice can enhance the appeal of a property. Short term solutions such as painting, rearranging, culling, furniture and art rental can have a dramatic effect on the price

You never get a second chance to make a first impression. The first impression of your home has a great impact on both potential buyers and agents. If your home is difficult to show (for example, outdoor lights are turned off, driveways aren't shovelled or the front door latch is difficult to open), agents may leave it off the list of potential properties they show to buyers. Help the Buyer see the potential of your home: leave on the appropriate lights, consider some flowers, put excess furniture in storage. Placing everything in the basement won't help the end game either.



OUTSIDE

- Mow lawn and trim/prune shrubs
- Weed the flower beds
- Sweep or shovel walks, porches, steps & driveways
- Remove yard clutter
- Clean garage & shed
- Repair/replace torn screens
- Repair/replace any broken or badly worn steps
- Repair/replace damaged eaves troughs
- Repair faded and worn paint
- Repair/replace damaged shingles
- Repair/replace any damaged baseboards
- Repair/replace any broken hinges or missing handles
- Repair/replace any loose, cracked or broken tiles
- Check vents
- Cover and exposed wiring
- Repair any signs of water damage or leaks
- Replace rotted or damaged siding
- Replace any leaky pipes or plumbing
- Replace any broken or cracked windows, mend any damaged screens

INSIDE

- Repair cracks or holes in walls
- Paint faded or marked walls

FRONT ENTRANCE

- Make inside entrance feel roomy & welcoming
- Store boots, shoes, coats & jackets

KITCHEN

- Clear counter tops in the kitchen
- Clean all cupboards inside & out
- Wash the walls and ceilings
- Clean hood range
- Clean stove, oven fridge

LIVING AREAS

- Clear counter tops in the kitchen
- Clean all cupboards inside & out
- Wash the walls and ceilings
- Clean hood range
- Clean stove, oven fridge

BATHROOM

- Remove stains and scum in the sink, tub & shower
- Clean all mirrors
- Wash walls
- Clean towels and shower curtain

BASEMENT & ATTIC

- Pack away items not in use
- Organize basement & attic
- Check lighting

For more details, see also the "One Month to Move Checklist" download.



HOUSE PREPARATION GOALS

Tidy yard - be sure your lawn and landscaping are well manicured, your yard is free of refuse and leaves, the lights are on and any ice and snow is removed from walks and steps.

Let the sun shine in - clean the windows to let your home sparkle, feel more open and large.

Neutral is the common denominator - a quicker sale at a higher price is more likely if you invest in a fresh coat of paint.

Storage spaces - from top to bottom, remove all unnecessary articles from basements, attics, crawl spaces and cupboards. Storage space is at a premium in city homes. Consider a coat of paint in the dark parts of your basement.

Come out of the closet - Keep them neat and organized. Consider closet organizers.

Emphasis on the washrooms - these rooms are especially scrutinized. Clean the fixtures; polish the mirror; check for and repair any water damage; clean or replace discoloured caulking and grout.

A clean kitchen is a must! - clean the fridge, wipe the stove, counter tops and sink and sweep the floor. Buyers will look into cabinets and refrigerators. Let's give them nothing to talk about.

Create a mood, but be sensible - show off your working fireplace (consider a 3-hour log) and the aroma of simmering spices or fragrant sauces can be inviting (avoid overpowering food smells or too fragrant potpourris).



BONUS ADDENDUM: THE PRE-SHOWING CHECKLIST

Congratulations! Your house is now on the market so let's make sure all that hard work isn't wasted as the herds of buyers crest your threshold:

- Turn on lights; inside and outside (I love the environment – donate to the Sierra Club after you've raked in a premium from your house sale)
- Play soft music and turn television off (No! No fireplace channel)
- Open curtains and blinds
- Clear the driveway and walkway
- Pick up cat toys and stray clothes or stray toys and cat clothes
- Empty wastebaskets, especially in the kitchen
- Vacuum, sweep and lightly dust
- Wipe countertops, sinks and bathtub
- Sniff around: Deodorize pet area
- Take the doggie for a walk or to the neighbours

Take pride in your home and know that all this hard work is going to pay off very, very soon.