

HOME-SELLING CHECKLIST

Getting ready to sell your home? How exciting! Our job is to make this process as easy on you as possible to move onto your next adventure in life!

Right now, you have a real opportunity to try and maximize the sale price of your home. The best way to do this is to make your home look its absolute best and help potential buyers fall in love with it. It's not as hard as you think! Here's how to get started:

2-4 WEEKS BEFORE LISTING YOUR HOME

Invest some effort into these easy fixes:

- Replace burnt out lightbulbs
- Touch up any scuff marks on your walls. A little elbow grease can work wonders. If needed, try touching up with paint or using Magic Erasers
- Declutter! Clear the counters in your kitchen, bathrooms and bedroom furniture. Reduce the amount of stuff in your closets so that they look spacious. Tidy the entrances and remove as many jackets, shoes, sports bags etc. as possible.
- Fix any loose door handles
- Don't just cover up odours, get rid of them. Steam clean carpets, open windows, change your furnace filter, don't cook anything too fragrant right before showings, put away stinky shoes. Avoid really strong scents as they can make buyers wonder if you are trying to mask something.
- Clean, clean and clean some more. Need help? We can recommend some excellent housecleaners who will help you get your home show-ready.
- Get all the small repairs done. We will walk through the home with you and identify all the little things that the buyer may notice. Everything from leaky faucets and broken light fixtures to the fence boards needing repair. Better to fix them now rather than wait until the home inspector points them out. Need help getting these done? We can recommend painters, handyman services, electricians, plumbers etc.
- Get an extra key cut for the lockbox. This is how the Realtors will access your home for showings.
- Make arrangements for your pets during showings as needed.

4-5 DAYS BEFORE LISTING

- We will confirm the date and time of your photo and video shoot.

1-2 DAYS BEFORE LISTING

- Sign company will install the For Sale sign
- We will put the lockbox with key on your door or railing
- Put away any valuables that you do not want out during showings

AFTER YOUR HOME HAS BEEN LISTED

- Stay accessible by phone so we can contact you for showing requests and to discuss offer(s)
- Keep your home looking it's best. It is always easy - but it is worth it!

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THE PAPERWORK

- We will provide you with a Current Market Analysis using the Housing Pricing Index (HPI) and review comparable homes that have sold in your area to recommend a listing price for your home.
- Once listing price is agreed to, we will draft the Listing Agreement for you to review and sign. Details to confirm will include:
 - ideal possession date
 - chattels (these are the unattached goods you will include in the sale such as window coverings, appliances, hot tub etc.)
- RPR = Real Property Report. You need a current one to sell your home. If you have one from when you bought the home, please find it. It includes fences, decks, patio, sheds and concrete walkways. If you do not have an RPR that reflects your current property, we can order one for you for a fee.
- To sign the paperwork, you will need to provide a current Government issued ID and your occupation.
- Provide us an extra key (make sure it works!) as well as security codes as required.