

# Let's Get You Ready So We Can "Go"! Preparing your Home for Selling

## **DRIVE-UP APPEAL**

- Stand across the street and compare your home to neighbours
- Landscaping: trim shrubs below window level, prune trees, keep lawn green and cut, rake leaves, add mature flowers in beds or pots, keep the pool sparkling and leaf free.
- House Exterior: apply fresh paint if faded, neutral colours, replace worn shingles, repair or replace leaking roofs, address any interior damage caused by leaks, wash windows, and clean eavestroughs.
- Front Door & Porch: repaint door, polish hardware, fix doorbell, clean mailbox, add a plush doormat, ensure locks and keys work smoothly

## **INSIDE THE HOUSE**

### **DEPERSONALIZE**

- Remove family photos, trophies, collectibles, and souvenirs
- Rent a storage unit for these items instead of hiding them in closets or basements
- Storage PODs are a good option for items that don't need climate control or are being stored for a shorter period of time
- *Goal:* help buyers picture themselves living in the space

### **REMOVE ALL CLUTTER**

#### **KITCHEN**

- Clear counters completely
- Empty and organize drawers, cabinets, and pantry
- Box rarely used dishes and appliances for storage
- Eliminate junk drawers and extra cleaning supplies
- Check under the sink for water stains
- Create a sense of spaciousness so buyers can easily imagine there is plenty of room for their own belongings

#### **CLOSETS**

- Donate or store clothes you no longer wear
- Off season clothing can go into storage
- Remove unsightly boxes and keep floors clear
- Closets should look spacious and organized
- Buyers need to feel like the home does not lack closet space

#### **FURNITURE**

- Less is more—remove excess furniture to create space
- Arrange remaining pieces to highlight the room's size and function rather than personal style

### **STORAGE AREAS**

- Declutter basements, garages, attics, and sheds
- Hold a garage sale or donate unused items
- Use that storage unit so buyers see generous storage potential



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## WALLS & CEILINGS

- Patch holes, cracks, and imperfections for a smooth surface
- Repair any water stains, marks, or dirt
- Repaint in neutral tones (off-white) to brighten the room
- Wipe down walls and ceilings to remove dust and cobwebs as necessary

## LIGHT FIXTURES / WINDOW COVERINGS

- Update outdated or worn light fixtures to brighten and modernize rooms
- Replace outdated heavy or dark window coverings with lighter neutral options to let in more natural light; fix broken window coverings and hardware
- Ensure all lights are working and use higher wattage bulbs where appropriate to create a brighter, more welcoming atmosphere
- Aim for a clean, neutral style that appeals to the widest range of buyers

## CARPET & FLOORING

- Replace old, worn, or outdated carpets with clean, neutral colours that appeal to most buyers
- Repair or replace any broken, cracked, or visibly damaged floor tiles to avoid negative first impressions
- Refinish or refresh hardwood and laminate floors if they are scratched, dull, or showing signs of wear

## DOORS & WINDOWS

- Replace any cracked, chipped, or fogged window panes to give a clean and well-maintained look
- Lubricate sticky windows and squeaky doors so they open and close smoothly during showings
- Ensure all locks and latches work properly for both safety and presentation
- Polish knobs, handles, and hardware so they shine and feel good (not sticky) in buyers' hands
- Update outdated window coverings to lighter, neutral options that allow more natural light into the space

## ODOUR CHECK

- Air out the home regularly to keep it fresh and welcoming
- Eliminate smoke smells if possible, or at least minimize them. it's one of the biggest turn-offs for buyers
- Keep litter boxes spotless and discreet, and use carpet freshener or neutralizing products as needed
- Consider ozone treatments or other natural solutions for lingering odours, but avoid heavy artificial sprays or overpowering scents

## PLUMBING & FIXTURES

- Clean or replace faucets and fixtures so they look shiny and fresh
- Check for leaks and fix washers if needed to avoid water damage
- Water pressure is important. Efficient, newer faucets can improve water flow and overall results
- Remove stains from sinks and tubs so surfaces look clean and well maintained
- If plumbing is outdated or problematic, consider having it inspected and updated, since buyers often view this as a major expense they don't want to inherit

Once the outside, inside, and clutter are addressed, your home will be clean, neutral, and well presented, triggering emotional appeal, selling faster and for more as buyers fall in love with homes that look spacious, fresh, and well cared for.

*I will bring in a stager to advise on what stays, what goes, and to provide feedback on most items on this list.*



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