

Home Preparation Checklist

Prepared homes sell for more money and faster. The home should be clean, organized and welcoming. The goal is to help buyers picture themselves living in the home.

Developer show homes are great examples of well prepared homes. Show homes are clean, have minimal furnishings and lack personal items (family pictures, tooth brushes etc.). While staging an occupied home to this degree is not practical, it can be used as a guideline.

To help you achieve the best results, no longer think of it as your 'home.' Instead, it is an investment you are preparing so you can get the most money in your pocket.

Before listing your home, we will walk through it together and develop a plan that suits your lifestyle, gets the most money for your home and helps it sell faster. Below are some common opportunities we will consider.

General

- ___ Wash windows and mirrors, dust and vacuum/sweep/wash floors.
- ___ Eliminate all odours, which can be as easy as airing out the home.
- ___ Empty all garbage cans.
- ___ Declutter by packing-up some small items. It is a good time to sell, donate or discard items you don't use instead of packing them up, moving them to your new home, and then getting rid of them. Remember to declutter closets, garages and storage areas.
- ___ Depersonalize, including packing-up personal pictures.
- ___ Remove or reposition furniture that block pathways to make the space flow. Rooms should be comfortable but not crowded.
- ___ Make sure doors, including closet and cabinet doors, are easy to open and hung properly.
- ___ If you have young children, try to contain their play area to one area of the home.
- ___ Ideally, there would be no traces of dogs or cats. At least, make sure the litter box is clean, there are no odours and there is no pet hair in the home.
- ___ If your paint is scuffed or strong/unusual colours, you should paint using neutral colours. It is the easiest home renovation that provides a major benefit. Consider the interior and exterior paint on houses. Exterior paint is crucial to improving curb appeal (first impression buyers have when arriving at the home).
- ___ Patch holes in walls.
- ___ Fix obviously broken items (including leaky faucets) and make sure all light bulbs work.
- ___ If outdated or in poor condition, consider replacing home fittings such as kitchen and bathroom fixtures, cabinet and door handles, light fixtures and switches.

- ___ While the vast majority of people are trustworthy and I will attend each showing, it is prudent to remove or hide valuable items.

Kitchen

- ___ Wash the inside and outside of appliances.
- ___ Polish faucets and clean sinks.
- ___ Remove any rotting food from the fridge.
- ___ Clean off the counter and organize cupboards and drawers.

Bathroom

- ___ Clean off counters (put daily use items in a container and tuck it away for open houses and showings).
- ___ Clean the bathtub/shower including the grout and removing stains.
- ___ Polish faucets, clean sinks and clean mirrors.
- ___ Clean or replace shower curtains.
- ___ Hang fresh matching towels.

Outdoor spaces (patios, balconies, yards)

- ___ Clean off any moss or algae from patios, decks and balconies.
- ___ Set out garden furniture if you have some. Consider buying flower pots to liven outdoor spaces.
- ___ Improve the curb appeal of houses by clearing off sidewalks and freshening your yard (could include mowing your lawn, weeding, trimming shrubs and trees, raking leaves and planting some inexpensive colourful flowers).

If this list is daunting or you are not interested in doing the work yourself, I can provide names of professional cleaners, home stagers and handymen.

Contact me if you have questions or to learn how we can work together.

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