

# Getting Your Home Ready For Sale

---

Before you are thinking of putting your home on the market, we suggest you call us. There may be a number of issues that should be addressed before you list. Here are some tips to keep in mind that might help you on an ongoing basis so the “pre-listing” preparation is kept to a minimum.

1. Remove all clutter. Visually simplify each room. Let a Buyer imagine their decor in your home. Keep in mind; you might limit your market if your home is too strongly decorated.
2. Check your home for obvious issues. For example, water spots on the ceiling will tip off potential purchasers or Home Inspectors to a problem that no longer exists. Recommendation: Repair any damage and a fresh coat of paint.
3. Repair everything that needs to be repaired but do not renovate. Try to paint any major areas to brighten your home. Remember that most Buyers will want to see your home during the day and light is an issue. If the home needs too much work, then don't throw good money after bad.
4. Make sure that all your appliances are in good working order. Most offers will ask that all appliances be in good working order. A four-burner stove must have four burners that work.
5. Clean the house and keep it that way. Make it Sparkle! Most Agents and Buyers will move the bath curtain to see whether you have mildew on your bathtub.
6. Do everything to make it look inviting. Check your lighting. Make sure all your bulbs work and that the levels are set higher than normal. Remember that you are not preparing for a romantic evening...your preparing to show you home and preparing to receive an offer.
7. If exterior sounds are an issue, leave some music on. On the flip side... if you are a Buyer and you hear music playing make sure that it is not covering some problem.
8. Be mindful on Dog or Cat smells. Clean the litter box everyday and make sure that there are no “presents” in the back yard!
9. Wash all the windows inside and out. Ask a professional. This is a big job and should be done safely and with the proper equipment.

10. Talk to us regarding a Pre-Listing Home Inspection. This will alleviate any offers conditional on Building Inspections. As well, the inspection might reveal some issues that you may be able to address before listing.
11. If your home has unused “knob and tube” wiring have it removed. It will save another issue on a home inspection. As well, it's may be an issue for a Buyer to get insurance.
12. Leave a place for people to wipe and/or remove their shoes. Removing shoes can be an issue for some. Put a welcome mat in the front... outside and inside.
13. Clean the yard. Clean both front and back, wash down all the decks and outdoor furniture. Set it up as if you were about to have a summer party.
14. In the spring, plant bulbs like daffodils. Squirrels don't usually eat them and they add wonderful colour. Fill your front porch with containers of hardy plants like pansies.
15. Consider power-washing the exterior of your house. Sills have a tendency to collect dirt and debris. Try to clear all the cobwebs as well.
16. Take down your Xmas lights and Xmas tree. If the season is over... put them away. Keep in mind though, people will still be seeing your home when daylight is fading and you still want to provide enough light, especially for Agents who need to open the lock box. When your home is listed, you exterior lights should be on every evening.
17. If your heating system is forced air, get the ducts cleaned. It will diminish the amount of dust. As well, change the furnace filter. You are showing yourself that you are a vendor who performs general maintenance on a regular basis.
18. Flowers inside and out. The delicious smell of fresh flowers is wonderful. Be careful not to overdo it though...some might be allergic.
19. Keep an eye on your windows and skylights. Many homes have interesting rooflines. Keep debris off skylights and make sure that they, and all your windows, are being sealed and caulked on a regular basis. It's advisable to check them once a year.
20. Go through the entire house and search for cobwebs. Don't forget to check the basement too. Sweep down the walls and the high ceilings... try to reach the corners. It just looks bad and sends the wrong message if a Buyer walks through them.

21. Ensure that all hallways are well lit and easy to manoeuvre. You might be comfortable walking the halls in the dark, don't expect Buyers and their Agents to.
22. Cut back the rose bushes in the garden. Make it easy for people to walk in your back yard...those thorns are painful!
23. Make sure that parking spots are clearly visible and useful. Parking is a big issue for most Buyers and if you have been using the parking area as a garden, it's time to yank up the grass and lay the gravel down again. Remember, parking is a premium in the City of Toronto.
24. Don't cover your home with post-it notes. There's no need to try to point out all the features and advantages of your home. If you are trying to advise of an issue, it's probably best to have the issue resolved before the house goes on the market.
25. Don't wait until you think of selling before applying for front pad parking. If it's a possibility, make it a reality.

If you address all of these issues, you now have a home that will bring you top dollar in today's market. It will be easier to sell because you have removed some of the potential concerns of a Buyer.

If you have the list complete and you feel you are ready for us, we're just a quick phone call away. You can reach us at: (416) 465 - 7527.

If you prefer to get in touch via the internet pop onto:

[www.toronto-realestate.co](http://www.toronto-realestate.co)

And if you want to make quick work of it all, drop us a line at:

[valerie@bosleyrealestate.com](mailto:valerie@bosleyrealestate.com)

or

[gigi@bosleyrealestate.com](mailto:gigi@bosleyrealestate.com)

We look forward to doing business with you!!