Tyler KOELLER REAL ESTATE

TORONTO & THE GTA
RE/MAX PREMIER INC.
BROKERAGE INTERNATIONAL

SELLER GUIDE

PREPARING YOUR HOME FOR SALE

A room by room checklist to get market ready

Buyers decide with both logic and emotion, and they're picturing their own life in your space. Your goal is to help them do that easily. Work through this checklist before your photos are taken and your home goes live.

STEP 1: DEPERSONALIZE

- Pack away family photos, collections, trophies and personal items.
- Store them offsite or packed neatly. Don't just move them into closets, which buyers will open.

STEP 2: DECLUTTER

- Clear countertops, tabletops and shelves, leaving only a few simple accents.
- Edit closets so they look roomy, with nothing on the floor.
- Remove extra furniture so rooms feel open and easy to walk through.
- Sort the basement, garage and storage areas, and donate, sell or recycle what you don't need. You'll be packing anyway.

STEP 3: KITCHEN AND BATHROOMS

- Clear counters except for one or two decorative pieces.
- Tidy cabinets and the space under the sink, and check for signs of past leaks.
- Recaulk tubs and showers, clean grout, and fix dripping taps and running toilets.
- Set out fresh white towels and remove personal toiletries.

STEP 4: WALLS, FLOORS AND FIXTURES

- Patch holes and repaint scuffed or bold walls in a light, neutral colour.
- Deep clean or replace worn carpet, and repair broken tiles or damaged flooring.
- Replace burnt out bulbs and use consistent, warm bulbs throughout.
- Fix sticking doors and windows, squeaky hinges and loose handles.

STEP 5: FRESHEN THE AIR

- Air out the house and clean carpets, upholstery and drapes.
- Keep pet areas spotless and litter boxes out of sight.
- Avoid strong air fresheners. A clean home with fresh air is the goal.

STEP 6: FINAL TOUCHES

- Arrange furniture to highlight space and natural light.
- Make beds with simple, light bedding.
- Add a few plants or fresh flowers.
- Book a professional deep clean just before photos.

> **TYLER'S TIP**
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> Walk through your home as if you're seeing it for the first time, or ask a friend to. Anything that catches your eye for the wrong reason is worth fixing or removing.

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Thinking of selling in Toronto or the GTA? Let's talk. I reply within 24 hours.

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