



The Ultimate Seller's Checklist

Prepare Your Home for a Record Sale | Exa Realty

Selling a home is about more than putting a sign in the yard—it's about creating an experience that buyers can't walk away from. Use this checklist to ensure your home is market-ready and positioned for the highest possible return.

1. The First Impression (Curb Appeal)

Buyers often decide if they like a house before they even step inside.

- Refresh the Entry:** Power wash the siding, paint the front door, and polish the hardware.
- Landscaping:** Mow the lawn, trim overgrown bushes, and add fresh mulch to garden beds.
- Lighting:** Ensure all outdoor lights are working and clean. Consider adding solar path lights.
- Clean Windows:** Sparkling glass makes the whole house look well-maintained.

2. Interior Prep (The "Model Home" Look)

The goal is to help buyers visualize their own lives in your space.

- De-clutter:** Clear off kitchen counters, bathroom vanities, and tabletops. If you haven't used it in a year, pack it or donate it.
- Deep Clean:** Every corner counts—baseboards, ceiling fans, inside the oven, and grout lines.
- Neutralize:** If you have bold "personality" walls, consider a fresh coat of neutral paint (whites, soft greys, or beiges) to brighten the space.

3. Maintenance & Small Fixes

Don't give a buyer a reason to "discount" their offer because of minor repairs.

- Fix Leaks:** Repair dripping faucets or running toilets.
- Patch Walls:** Fill in small holes from picture frames and touch up the paint.



- Replace Bulbs:** Ensure every light fixture has high-output, warm-toned bulbs to make rooms feel bright and inviting.
- Service the Essentials:** Have your HVAC system cleaned and change the filters.

4. The Showing "Cheat Sheet."

When the call comes for a showing, be ready to go in 15 minutes.

- Let the Light In:** Open all curtains and blinds.
- Temperature Control:** Set the thermostat to a comfortable level (cool in summer, cozy in winter).
- Scent Management:** Avoid strong air fresheners. Opt for a "clean" smell or simply air out the house.
- Secure Valuables:** Put away jewelry, medications, and sensitive documents.

5. The Paperwork (Be Proactive)

Having these ready builds trust with buyers and speeds up the closing.

- Recent Upgrades:** List of repairs/renovations with dates (e.g., "New Roof 2022").
- Utility Records:** A summary of average monthly costs for heating and electricity.
- Warranty Info:** Manuals for appliances are being left behind.
- Property Survey:** A copy of your land survey, if available.

Why Sell with Exa Realty?

Selling a home can be emotional and complex. We provide the strategy to make it simple:

1. **Professional Imagery:** We use high-end photography and drone footage to make your listing pop online.
2. **Targeted Marketing:** Your home won't just be on the MLS; it will be in front of the right buyers via social media and global networks.
3. **Expert Negotiation:** We don't just take the first offer—we work to get you the *best* offer with the best terms.



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