

Preparing Your Home for Sale

Make the home feel cared for, easy to understand and ready for its next owner.

You do not need to renovate everything. The goal is to remove distractions, build buyer confidence and spend your time and money where it will have the clearest impact.



Think like a buyer

Walk in through the front door and notice what feels unfinished, worn, dark, crowded or difficult to use. Buyers often read visible neglect as a sign that larger problems may be hiding.



Start with condition

Handle active leaks, moisture, unsafe wiring, broken fixtures, damaged flooring, sticking doors and other obvious functional concerns before decorative upgrades.

Fix what affects confidence first

1 · SAFETY

Loose railings, missing smoke alarms, exposed wiring, trip hazards and anything that may create risk during a showing.

2 · WATER

Leaks, stains, damaged caulking, poor drainage and signs of moisture. Address the cause, not only the appearance.

3 · FUNCTION

Doors, windows, lights, plumbing fixtures, heating and included appliances should operate as expected.

4 · FINISH

Patch holes, touch up scuffs, repair cracked trim and replace visibly damaged or mismatched items.

Before spending on a major renovation

Ask which work fits your price range, neighbourhood and likely buyer. A last-minute project may not return its full cost, and some buyers would rather choose their own finishes.

Spend where buyers are most likely to notice

01

Clean and brighten

Deep-clean kitchens, bathrooms, floors and windows. Replace burnt-out bulbs, keep light colour consistent and open the blinds.

02

Simplify the rooms

Remove excess furniture, personal collections and countertop clutter. Clear walking paths and give each room one purpose.

03

Refresh the finish

Refresh distracting walls, caulking, handles or switch plates. Keep every update neutral and consistent with the home.

04

Improve the arrival

Clean the entry, lights and house numbers. Tidy landscaping and show patios, balconies and storage as useful spaces.

Room-by-room final pass

Kitchen

Clear most counters, clean appliances, organize visible storage and remove odours.

Bathrooms

Repair dripping taps, refresh caulking, hide personal products and use clean towels.

Bedrooms

Make beds, simplify furniture and keep closets tidy enough to show useful storage.

Living areas

Create an easy flow, remove oversized pieces and keep windows and features visible.

Utility spaces

Make electrical panels, furnaces, water heaters and laundry equipment easy to access.

Exterior

Check drainage, gates, railings, walkways, lights and the condition of decks or fences.

Ready for the market?

Do one final walkthrough in daylight and again with every light on. Then review the plan with your real estate professional before photos and showings.

**CLEAN
CALM
CONFIDENT**

Preparation choices should reflect the home's condition, target buyer and local market. For concerns involving structure, moisture, electrical, plumbing or safety, use the appropriate qualified professional.