

Preparing Your Home for Sale

A comprehensive guide to getting your home market-ready

Preparing your home properly before listing is one of the highest-return investments you can make as a seller. Buyers in the GTA are informed and discerning — they can spot deferred maintenance, and they price it into their offers. Getting ahead of the obvious issues shifts that leverage back to you.

01 THE PRE-LISTING WALKTHROUGH

- Walk through every room with a notepad. Look for anything broken, stained, scuffed, or incomplete. Buyers will notice — and so will the home inspector.
- Focus on: leaky taps, running toilets, cracked caulking in bathrooms and kitchens, scuffed baseboards, burnt-out bulbs, and sticky or misaligned doors and drawers.
- Don't overlook the basement and garage. Buyers read these spaces as indicators of overall home maintenance.

02 WHAT TO FIX VS. WHAT TO LEAVE

- Fix: anything that will show up on a home inspection report — plumbing leaks, HVAC filters, electrical issues, water damage stains.
- Fix: cosmetic items that affect the feel of the home — scuffed paint, dated light fixtures, worn cabinet hardware.
- Leave: large renovations that won't recover their cost in the sale price. A full kitchen reno before selling rarely pays off. A paint job and new hardware often do.
- Ask your agent before spending. They've seen what moves the needle in your specific market.

03 DEEP CLEAN — NOT JUST TIDY

- Hire professional cleaners. Not because your home is dirty, but because professional cleaning reaches places daily tidying doesn't.
- Carpets should be professionally cleaned or replaced if stained. Buyers factor in replacement costs.
- Windows inside and out. Baseboards. Light switches and outlet covers. Inside the oven and fridge if they're staying with the home.

04 DEPERSONALISE THE SPACE

- Remove family photos, personal collections, and anything highly specific to your taste. Buyers need to see themselves in the home.
- Neutral doesn't mean boring. A well-styled home in soft, neutral tones photographs beautifully and appeals to the widest range of buyers.
- Clear countertops in the kitchen and bathrooms. Surfaces should show space, not clutter.



Ready to sell? Let's talk strategy.

A clear, no-pressure conversation about your home and the market.

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