



Preparing for your sale – Advice from the Expert

I've seen it over and over again. A clean, well-maintained home always sells faster and for more money than a home of the same construction that hasn't been given the touch-ups it needs.

When you put your home on the market, your house becomes a product just like fruit in the grocery store. If potential buyers see, smell or hear something that detracts from the quality of the house, they'll move on.

Preparing your home for sale doesn't require significant investment of time or money. Luckily, the two most important items that improve the condition of your home are the two most inexpensive.

1. Make your home so clean it shines.
2. Remove clutter to make your home feel more spacious.

Here are a few other tips that I've learned over the years to help you polish up your home for sale.

HOME PREPARATION CHECKLIST



Outside

Curb appeal means your home is noticed and appreciated from the street. It entices people to enter. It is your first chance to make an impression on potential buyers.

- > Make sure the doorbell works
- > Polish door hardware
- > Clean and tidy the entrance

To increase curb appeal in the summer:

- > Mow grass and keep trees and shrubs pruned
- > Weed and edge gardens and flowerbeds
- > Sweep walkway
- > Keep the yard free of clutter such as garbage cans, toys, garden tools or stacked lumber
- > Clean out the garage
- > Repair gutters and eaves
- > Make sure fences latch and that outside lights are in working order
- > Give the windows a wash and wash the door handles and door
- > Consider painting the door and exterior

"The Right Choice..."

The Dave Lowery Team is awesome. They were accessible and kept us informed of the process at all times. Dave and Jim were definitely the right choice."

—Randy & Lisa, Lindon Woods



Preparing for your sale - Checklist Continued

“They don’t just talk the talk...

Carol and I can’t emphasize enough what a great team Dave Lowery has, very professional and organized. They’re listing presentation was the best we’ve seen along with their attitudes. They don’t just talk the talk, they know what they’re doing and I’m telling everyone I know about them. Thank you Dave and Jim, you made the home selling experience enjoyable.”

—Bob and Carol, East Kildonan



In the fall/winter:

- › Keep walkways shoveled and free of ice
- › Make sure there is easy access to the drive (clear snow if required)
- › Apply gaskets to drafty windows or doors
- › Make sure outdoor light fixtures work
- › Always put on the exterior lights in the evening for a warm, cozy glow

INSIDE

Kitchen

- › Replace old hardware and old linoleum
- › Wipe down cupboards and hardware
- › Organize cupboards and remove clutter - cupboard space is always a selling point
- › Keep countertops clean
- › Ensure that lighting is bright
- › Clean fridge and stove

Bathroom

- › Remove stains in porcelain and dissolve minerals on taps and fixtures
- › Recaulk around tub or sink if there are signs of mildew
- › Remove items from the vanity
- › Put out freshly laundered towels
- › Place an air freshener in the room

Bedrooms/Living Room

- › Remove and store excess and overly large furniture
- › Organize closets and remove clutter from table tops and dressers
- › Keep a few family photos on display for a homey feel, but too many will detract from the home’s interior.
- › Wash down walls and ensure floors and carpets are clean
- › Replace worn carpet.



Preparing for your sale - Checklist Continued

General

- › All rooms should be tidied and odour free
- › Consider a fresh coat of paint, neutral colours makes rooms look larger
- › No laundry in the washer or dryer

Maintenance

- › Address cracked walls, required drywall patching
- › Replace burned out light bulbs
- › Clean furnace
- › Repair leaky taps and toilets
- › Ensure doors can close and open all the way and address any squeaky hinges
- › Tighten door knobs
- › Oil squeaky doors



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