



CHANTEL
CRISP
REAL ESTATE TEAM

THE ULTIMATE GUIDE

TO PREPARE YOUR HOME FOR SALE



Signature Realty
IND. OWNED & OPERATED BROKERAGE

ULTIMATE HOME SELLING CHECKLIST

This guide is a great resource for the information you need to help you list your home for sale.

This is a general guide for home sellers so not everything will apply directly to your home sale. By collecting the information and gathering the paperwork now, you'll be better prepared to make this a smooth transaction.

There are also some practical tips on how to make your home show-ready. This list comes from years of experience working with both sellers and buyers and following marketing trends. Our goal is to help you get the most money for your home in the shortest time possible, and with the least amount of stress.

"If you have any questions about anything you find below, please email us at info@chantelcrispteam.com or call **416-443-0300**"

HERE'S WHAT OUR CLIENTS HAVE TO SAY ABOUT US:

Chantel was such a huge support system while we made the move from our condo in Toronto, to our new build home. We decided that we were ready to move, right at the height of the market in the GTA. Through all of our panic, questions, and stress's, she managed to keep us calm, and excited for our next chapter. She found us the perfect home, just outside of the city core, in an amazing area that we would never have thought of. She then managed to get us a record price for the sale of our condo. Her and her team were fabulous to work with, and incredibly responsive to all of our questions and concerns. They were professional, knowledgeable, and very understanding to our needs during this process. Their full-service offerings are of the highest quality. I would 100% use Chantel and her team for my future home sales/purchases and would highly recommend to anyone looking for a realtor in the GTA.

- Lauren M.

I want to thank Chantel Crisp for the outstanding job she did in assisting me in finding my perfect investment property. During our first meeting it was clear that Chantel understood my needs and exactly what I was looking for. Her professionalism and experience put me at ease and within a few days and just a few showings I found my perfect home, made an offer and acquired my first investment property. With Chantel's recommendations the process was seamless and quick and within weeks we were celebrating my closing date. I will and have highly recommended Chantel to friends, family and colleagues. Thank You Chantel for your outstanding job, your commitment and your passion.

- Lucy M.

Before I was introduced to Chantel, I had given up all hope in becoming a first-time home buyer. I am a single parent and I had a tight budget with specific needs. Chantel immediately had the ball rolling!!! She gathered all my wants and needs, while tailoring to my budget. Within days we were looking at properties and I put in an offer within my 1st week of meeting her! Chantel was so professional, knowledgeable, reliable, patient, and organized. I love my place and I'm happy to finally be in the housing market! Thank you, Chantel, you are amazing! I have and will continue to recommend Chantel to everyone I know!

- Toni G.

Chantel and her team are amazing! We successfully assigned our condo with Chantel's help in only about one month after listing! Everything was done seamlessly and in a very organized way. We work in industries very close to real estate and know how difficult assignment could be, but the strong marketing and negotiation ability of Chantel's team blew our mind away. We are very happy with the whole process and the result. Would absolutely recommend to families and friends. Thanks Chantel!

- Daisy L.



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INFORMATION NEEDED

This section outlines what information and paperwork you should gather as it is all information any potential buyer will want to know.

PAPERWORK TO COLLECT

- ☐ Copy of Survey (if you have one)
- ☐ Copy of Floor Plan (if you have one)
- ☐ Copies of permits and inspections (if applicable)
- ☐ Anything that must be assumed with the sale of the property
- ☐ Copy of mortgage information
- ☐ Copy of all contracts entered prior to closing
(eg. Roof to be installed, new fence agreement with neighbour)
- ☐ Receipts of all Improvements/Repairs to property

INFORMATION

What year was your home or home built? _____

What year was your home built? _____

Age of Roof? _____

Age of Furnace? _____

Age of Windows? _____

Age of Doors? _____

Age of Central Airconditioning? _____

Age of Pool? _____

Age of Pool Liner? _____

Age of Pool Equipment? _____

Age of Hot Tub? _____

Garbage/Recycling Days? _____

Contractors Used for Lawn Maintenance _____

Last Time Septic Tank was Pumped? _____

Last Time Septic Tank was Serviced? (if applicable) _____

OPERATING COST (APPROXIMATE)

Annual Cost of Water: _____

Annual Cost of Gas: _____

Annual Cost of Electrical: _____

Annual Cost of Home Insurance: _____

PREPARING YOUR HOME

This section outlines the things you should be doing to get your home ready to go on the market. You don't have to do it all yourself, you can hire people to do some of this for you. If you would like some recommendations on reputable local professionals just reach out to us at info@chantelcrispteam.com or call **416-443-0300**



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INSIDE YOUR HOME

Flooring (carpeting, tile, linoleum, hardwood, etc.)

- ☐ Clean any stains
- ☐ Repair excessive wear or damage
- ☐ Carpet or area rugs need to be cleaned?

Walls and ceilings

- ☐ Dirt, fingerprints or other stains?
- ☐ Nail or thumb-crack holes, tape residue?
- ☐ Cracks, chips, water damage?
- ☐ Need for repainting or new wallpaper?
- ☐ Neutral, light colours for roomy environment?

Doors

- ☐ Fingerprints or other stains?
- ☐ Need new paint?
- ☐ Open/close easily without squeaks or catching on the floor?
- ☐ Latches/handles secure and working properly?
- ☐ Time to update the hardware?

Windows Glass

- ☐ Sparkling clean/chip- and crack-free?
- ☐ Open/close easily?
- ☐ Latches/handles/locks secure working properly?
- ☐ Dirt and fingerprints on frames or sills?
- ☐ Screens clean and without holes?
- ☐ Storm windows in good condition?

Window coverings (curtains, drapes, blinds, etc.)

- ☐ Dirt or stains? Excessive wear or sun damage?
- ☐ Open/close easily, hardware working properly?

Lighting (lighting makes a room feel more inviting)

- ☐ All bulbs working and proper wattage?
- ☐ Broken switches, exposed wiring?
- ☐ Table and floor lamps working properly?
- ☐ All bulbs are same color

Pet areas

- ☐ Clean, organized, odour-free?

Entryways and hallways

- ☐ Clean and free of clutter or obstructions?
- ☐ Welcome mat(s) clean and inviting?

Closets and storage areas

- ☐ Clean and well organized?
- ☐ Clutter and excess junk removed?
- ☐ Clothes hung neatly and not jammed together?
- ☐ Shoes and boots neatly stored/stacked?

Kitchen

- ☐ Every surface sparkling clean?
- ☐ Countertops organized, all but daily use appliances?
- ☐ Refrigerator spotless inside and out?
- ☐ Organized?
- ☐ Spoiled food discarded?
- ☐ Frost removed? Light bulbs working? (Buyers look!)
- ☐ Oven/stovetop clean? Burner trays cleaned?
- ☐ Sinks clean; faucets working properly and leak-free?
- ☐ Garbage disposal in good working condition?
- ☐ Cupboards/pantry spotless, organized?
- ☐ Dishwasher clean and stain-free?

Living room, dining room, bedrooms, den and study

- ☐ Everything thoroughly vacuumed/dusted?
- ☐ Excess furniture removed for roomier atmosphere?
- ☐ Remaining furniture clean and in good repair?
- ☐ Wood and other surfaces clean and polished?
- ☐ Bookshelves neat, organized and clutter-free?
- ☐ Children's games/toys stored neatly?
- ☐ Fragile items removed and stored?
- ☐ Smaller valuables removed/locked away?
- ☐ Window coverings open for views and sunlight?
- ☐ Mirrors clean and in good repair?
- ☐ Ashtrays cleaned and kept out of sight?
- ☐ Fireplace clean, logs/kindling stacked neatly?

Bathrooms/powder room

- ☐ Every surface sparkling clean?
- ☐ Countertops organized, free of clutter? Fresh soap?
- ☐ Sinks spotlessly clean, faucets working properly?
- ☐ Tub and shower surfaces clean?
- ☐ Towels stain-free and hanging neatly?
- ☐ Shower curtain clean and in good repair?
- ☐ Toilet extra-clean and working properly?
- ☐ Closets organized and clutter-free?
- ☐ Medicine cabinet clean, "personal items" removed?

Basement, furnace room, garage, attic storeroom

- ☐ Clean and well-organized?
- ☐ Clutter and excess "junk" removed?
- ☐ Remaining items stored/stacked neatly?
- ☐ Everything thoroughly vacuumed/dusted?
- ☐ Wipe down furnace and Top of Hot Water Tank

OUTSIDE YOUR HOME

Structures

- ☐ Exterior surfaces clean, in good condition?
- ☐ Front-door exterior clean, inviting?
- ☐ Eavestroughs and downspouts clean, in good repair?
- ☐ Gates open/close properly, hardware working?
- ☐ Fences/decks in good repair, in good condition?
- ☐ Sidewalks and walkways in good repair?
- ☐ Driveway clean, in good repair?

Yard and environment

- ☐ Lawns mowed/edged regularly?
- ☐ Large bare spots repaired?
- ☐ Leaves removed from lawns and flower beds?
- ☐ Flower beds weeded and tidy; dead plants replaced?
- ☐ "Junk" and scrap removed?
- ☐ Lawn furniture clean, organized, good repair?
- ☐ Bicycles, children's toys stored neatly, out of way?
- ☐ Firewood organized and neatly stacked?
- ☐ Dog runs secure, yard free of "doggy deposits"?
- ☐ Garbage and Recycle Bins cleaned and free from smells



THIS GUIDE WAS PREPARED FOR YOU BY

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BROKER AND TEAM LEADER

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ROYAL LEPAGE SIGNATURE REALTY BROKERAGE

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