



The Home Selling Checklist

Ready to sell your home?

Deciding whether or not to sell your home is one of the biggest decisions you'll ever make. While it seems like a complicated process, it doesn't have to be.

This checklist is designed to help you navigate your way through the selling process without any trouble.

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Find a Realtor:

- Who has a personality and communication style you are comfortable with.
- Who has local market knowledge and a great marketing plan for your home.
- Whom you've heard great things about.
- Who is in this business full time, not as a side hustle!



Plan your Timeline:

- Have an idea of where you'd like to move before you put your home on the market.
- Discuss the best time to sell your home with your Realtor. Discuss your best listing strategy depending on your local market.



Establish a Price:

- Walk through your home with your Realtor. Ask for advice on repairs, upgrades and staging.
- Discuss any issues that may not be obvious but that you're aware may affect a buyer's decision to purchase your home.
- With your Realtor, review comparable properties that have sold in your area to establish a realistic price point for your home.

Show me

10

things you

LOVE

about your home!



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Preparing to Sell:

- Floor space sells! Remove and store, donate or sell unnecessary furniture and decor items.
- Keep personal collectibles, kids' toys, and any keepsakes that might be considered 'clutter' hidden away.
- Keep colours and decor neutral to appeal to more buyers. Improve curb appeal by tidying up the front yard, and add potted plants near the entrance.
- Hide eyesores like trash and recycling bins.
- Deep clean forgotten places like baseboards, light switches, cupboards, and light fixtures.
- Get the smells out! No smoking in the house or garage between now and your closing date!
- Invest in light fixtures where needed, and replace missing bulbs. Discuss how to best stage your home with your Realtor.



Upgrade Your Front Door

It's the first thing a buyer touches as they enter your home and it speaks to the quality of what they will find inside. Make sure the paint is fresh and it operates smoothly.



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Market your Home:

- Discuss your Realtor's marketing plan with them to create the best strategy for your unique home.
- Ask your Realtor about professional photography for your home. Buyers start searching online, from photos!
- Schedule a time with your Realtor to do the pre-listing marketing they need including video walk throughs, photography, and social media blasts.



Show your Home Off:

- Prepare for open houses by storing valuables and important documents out of sight.
- Discuss whether you'd prefer a lockbox or scheduled showings for your home.
- Always be ready to show your home. Keep bins handy to store clutter away quickly.



Negotiate Offers:

- Discuss offers with your Realtor. Be prepared for multiple offers. Select the strongest offer and sign all documents.



It's not all about the Money!

There are many terms within an offer that need to be considered.



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The Pending Period:

- Be prepared to allow the buyer reasonable access to your home and property for them to conduct inspections if requested in the accepted offer.
- If an issue comes up as a result of the home inspection, don't be alarmed if the buyer has some questions or wants to schedule specialists to come in and inspect certain areas of the home.
- If the buyer submits an amendment, work with your Realtor to negotiate a solution between both parties.
- The buyer's lender will conduct an appraisal to verify that the market value of the home supports the contract price.
- If any documents were required in the accepted offer (ex: a survey), provide the buyer with them.



Closing Day!

The buyer's deposit and the balance of the purchase price are paid, and title is transferred to the new owners.



Congratulations!

- Once the buyer is satisfied that all conditions have been met and their deposit is locked in, the deal is FIRM!
- Expect the buyer to schedule a final walk-through just before the closing date, where they will verify that the property is in the same condition as when they made the offer.
- This also allows the buyer to ensure that any agreed upon repairs have been completed.



Have Any Questions?

The home selling process can be confusing and stressful, but I'm here to help! I work to make the process as seamless as possible as I guide you through the transaction from start to finish.

Let me know if there's any way I can help you with the home selling process.

~ Elaine

Lets Chat!

*Not intended to solicit clients currently under contract.