

# ARE YOU FIT TO SELL?

**RE/MAX RIVIERA 2000 REALTY INC.**



- **Air Quality/Odor/Pets/Holidays**
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## Air Quality/Odor/Pets/Holidays

These items can determine whether or not a buyer will make an offer on your home. Most people don't think about these but they are an important part of preparing your home for sale. Buyers want to envision themselves living in the house, and if the home is not presented in a manner that will allow them to do that easily, most buyers will move on.

### **Things to think about**

- What year was your house built?
- Have you had any water issues?
- Check for mold or mildew
- Inspect your smoke and carbon monoxide detectors and replace if needed
- Avoid cooking with strong seasonings and foods that have a lingering smell
- Remove your pets while the house is on the market
- Remove any signs of the pets (e.g. food and water bowls, toys, litter box, leashes)
- If your pets must stay in the house, hide any sign of your pet during showings
- Keep the litter box out of sight and cleaned daily
- What time of year are you selling?
- Are there going to be any holidays during that time?
- Decorate using items that are simple and nondenominational

- Any holiday specific decorations need to be removed immediately after the celebrations

## Depersonalizing

Depersonalizing is an important step when it comes to selling your home. It means that you need to let go emotionally and this can be a tough process. Now that you have made the decision to move, you need to commit to that and remove your identity from the house. Focus on turning your home into a "model home". Disconnecting yourself from your house will allow the buyer to emotionally connect and envision themselves living there, not feeling that they are a guest in your home.

### **Things to think about**

- Remove all personal and family photos
- Remove all memorabilia
- Pre-pack books and music that do not appeal to a wide range of buyers
- Pre-pack your collections
- Do you have belongings that could be potentially disagreeable to buyers?
- Remove and pre-pack any items that could be potentially offensive or disagreeable
- Store away and organize children's toys, games and books

## Flooring

Flooring is a very important part of preparing your home for sale. Buyers want a home that is move in ready and the flooring will reveal to them how well the home has been maintained. Up-to-date flooring is one of the top selling features buyers are looking for.

### **Things to think about**

- What condition is your carpet in?
- What colour is the carpet?
- What style is your carpet? Cut pile or Berber?
- Take into consideration the rooms that you are putting carpet in as this will help to determine what style you select.
- If you need to replace your carpet, do you need to re-do every room? If not select something that will work with rest of the carpet in the house.
- What style of vinyl flooring do you have?
- Does it need to be replaced?
- Do you have hardwood?
- Does it need to be refinished?
- Do you have hardwood under your carpet?

## Furniture Placement & Lighting

Proper furniture placement will display the room to its full potential. Keep in mind the traffic flow and how the buyers will walk through each room. Lighting is also a key factor when it comes to preparing your home for sale. Make sure to have all lights on for pictures and showings. When your furniture and lighting are properly placed, you will be able to show off the prime features and allow buyers to see the specific function of each room.

### **Things to think about**

- How much furniture is in each room?
- How is your furniture placed?
- What size is your furniture?
- What condition is your furniture in?
- Do you need to rent or purchase new furniture?
- How much lighting do you have in each room?
- What condition are your permanent light fixtures in?

## Home Inspection

Consider having your home inspected before it is listed. By having this done you will learn if there are any major repairs needed and can address them before the house goes on the market. This will also show the buyer and their agent that you have been proactive. When it comes to finding the right home inspector, your RE/MAX agent is your best source for recommending someone. Once the inspection is completed you will be able to determine what the next steps are in preparing your home for sale.

### **Things to think about**

- What year was your house built?
- Do your lights flicker, breakers or fuses blow?
- Do you have a fuse box or electrical panel?
- Do you have aluminum wiring or knob and tube?
- What condition is your plumbing in?
- How old is your furnace?
- How often do you replace your furnace filters?
- Do you have a water softener?
- Is your roof in good condition?
- Are your windows in good condition?
- What condition is your foundation in?
- If you have a deck or patio; what condition are they in?
- Do you have any water problems?
- Have you had problems with mold and mildew?

## Main Selling Rooms

The overall impression of your entire home is important, but most buyers will focus on your main selling rooms first so you need to make sure that these rooms have an exceptional first impression.

### **Things to think about**

#### **Front Entrance**

- How do the rooms look from where you are standing?
- Does your entrance feel spacious?

#### **Kitchen**

- How does the kitchen look and feel when you walk into it?
- Determine what needs to be done if your kitchen requires some updating
- How do your cupboards look?

#### **Living Room**

- Does this room feel inviting?
- How is your furniture positioned?
- Are there any repairs or upgrades needed in this room?

#### **Dining Room**

- Does this room show its function?
- Are there any upgrades or repairs needed?
- How is the furniture positioned?

#### **Main Floor Family Room**

- What is the focal point in this room? Is it apparent?
- Are there any upgrades or repairs needed?
- How is the furniture positioned?

#### **Master Bedroom**

- Do you feel calm walking into this room?
- How is your furniture positioned?
- Are there any updates or repairs needed?

#### **Ensuite**

- Are there any updates or repairs needed?
- Do you feel relaxed when you walk into this room?

## Paint

Buyers want to purchase a home that is move-in ready and this includes the paint colour. If your house is painted in very bright or unusual colours, then potential buyers may be turned off or feel that they can negotiate on your asking price. Neutral colours are restful to the eye and most buyers want to live in the home for awhile before deciding if they want to change the paint colour.

### **Things to think about**

- When was the last time you painted your house?

- Do your walls need to be painted a neutral colour?
- If they are already neutral do they need a fresh coat of paint?
- Determine whether or not your house has a warm tone or cool tone before selecting your paint colour
- Do you have wallpaper?
- Remove all wallpaper and paint a neutral colour
- Do your doors and trim need a fresh coat of paint?
- Repair any holes or cracks in the walls and ceilings
- Put a fresh coat of paint on the ceiling to give the entire room a clean look

### Pre-Packing/Clutter/Editing

Preparing your home for sale is not just about pre-packing, clutter and editing, but this is a big part of it. Your house needs to be neat, clean and orderly. Organizing and pre-packing items that are not regularly used will create a spacious feeling. Storage is one of the top items on a buyers list; therefore it's necessary to show them that your home has the space they want and need.

#### **Things to think about**

- Does each room in your house feel spacious?
- Is your house clean from top to bottom?
- Pre-pack all items that you do not need while your house is for sale
- Pre-pack off season clothing and items
- Decide where you can store your boxes and extra items
- How does your garage look?
- If your basement is unfinished and used for storage how does it look?

### Up-Dates & Repairs

Take an objective look at your house to determine what updates and repairs are necessary. Based on your timeline and budget you will be able to determine what needs to be completed to improve the overall presentation of your home. Buyers today are looking to purchase a home that does not require work. They are also willing to pay more for a house that has been well looked after, so show them that your home is in turn key condition.

#### **Things to think about**

- What is your timeline and budget?
- What updates have you been putting off?
- What repairs are needed?
- Repair or replace even the smallest items
- What condition are your windows in?
- What condition are your permanent light fixtures in?
- What condition are your doors and trim in?
- Do you have any holes or cracks in your walls?