Hammer & Watkinson

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Home Sellers Checklist

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RE/MAX Crest Realty (Westside) 3215 Macdonald Street, Vancouver, B.C. V6L 2N2 Canada

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ARE YOU FIT TO SELL?

Home Inspection

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

Things to think about

- [ ] What year was your house built?
- [ ] Do your lights flicker, or 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?

For more information on preparing your home for sale, visit

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HOW TO STAGE YOUR OWN HOME

ARE YOU FIT TO SELL?

Pre-packing/Clutter/Editing

Your house needs to be neat, clean and orderly in preparing it for sale. Organizing and pre-packing items that are not regularly used will create a spacious feeling. Storage is one of the top items on a buyer's list; therefore it's necessary to show that your home has the space desired.

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 selling your house
- [ ] 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?

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ARE YOU FIT TO SELL?

Flooring

Flooring is very important in preparing your home for sale. Buyers want a home that is move-in ready, and the flooring will reveal how well the home has been maintained. Up-to-date flooring is one of the most attractive features for buyers.

Things to think about

- [ ] What condition is your carpet in?
- [ ] What color is the carpet?
- [ ] What style is your carpet – Cut pile or Berber?
- [ ] Take into consideration the rooms you are carpeting, as this will help determine what style to 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?

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ARE YOU FIT TO SELL?

Curb Appeal Checklist
(Front, Back & Side Yard)

Your exterior says a lot about how your home is maintained both inside and out. It creates a lasting impression when buyers drive by your home or view photos online, so show them that your property is well cared for. When buyers see an attractive exterior, they will be excited to view the interior as well.

Things to think about

- [ ] What major repairs are needed?
- [ ] What minor repairs are needed?
- [ ] Make a list of what needs to be done
- [ ] Sweep or shovel walkways, driveways, patio/deck (salt in the winter)
- [ ] Maintain front, back and side yard
- [ ] Place flowers or winter arrangements on your front porch and/or in front of the garage
- [ ] Remove all festive lights and decorations

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ARE YOU FIT TO SELL?

Paint

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

Things to think about

- [ ] When was the last time you painted your house?
- [ ] Do your walls need to be painted a neutral color?
- [ ] 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 color
- [ ] Do you have wallpaper?
- [ ] Remove all wallpaper and paint a neutral color
- [ ] 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

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ARE YOU FIT TO SELL?

Depersonalizing

"Depersonalizing" is an important step in selling your home. Since you've made the decision to move, you need to commit yourself and remove your identity from the house. You need to let go emotionally, and this can be a tough process. Focus on turning your home into a "model home." By disconnecting yourself from your house, you enable prospective buyers to emotionally connect and envision themselves living there – and not feel as if they are guests 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
- [ ] Remove and pre-pack any items that could be potentially offensive or disagreeable
- [ ] Store away and organize children's toys, games and books

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ARE YOU FIT TO SELL?

Main Selling Rooms

Buyers want to fulfill a wish list, not a to-do list. When they see a bunch of fix-up projects when walking into your house, they'll turn away faster than you can say "water damage."Oftentimes it's not one big thing, but a lot of little things that turn buyers away. If there are problems and a significant to-do list, your house will drop to the bottom of their list, or attract an offer much less than what you're looking for. Present buyers with a complete package that is move-in ready – a home they can be comfortable and happy in.

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?

Master Bathroom

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

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Updates & Repairs

Take an objective look at your house to determine what updates and repairs are necessary. Establish a timeline and budget 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 taken care of, 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?

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ARE YOU FIT TO SELL?

Furniture Placement & Lighting

Proper furniture placement helps present a 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. Turn on all lights for pictures and showings. When your furniture and lighting are properly placed, you 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?

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ARE YOU FIT TO SELL?

Air Quality/Odor/Pets/Holidays

These items can determine whether or not a buyer will make an offer on your home. Buyers want to envision themselves living in the house, and if the home is not offered in a manner that will allow them to do that easily, most 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

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