Preparing Your Home For Sale

A Waterloo Region Guide to Getting Your Home Market-Ready



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Build your prep plan

Start with a property walk-through. Separate safety and maintenance concerns from optional updates, then set priorities, budget and timing before work begins.



ASSESS THE HOME

Walk room by room; note maintenance, safety and presentation needs.

PREPARATION SNAPSHOT

Separate urgent repairs from optional cosmetic updates.

CHOOSE PRIORITIES

Compare cost, timing and likely buyer impact before committing.

GATHER ADVICE

Get quotes and professional input before major work.

SET A TIMELINE

Work backward from photo day; allow time for repairs, cleaning and staging.

SET A BUDGET

Price the work first and keep room for surprises.

TRACK THE STEPS

Assign owners and dates to keep tasks moving.

TOP PRIORITIES

INSPECTION

TARGET TIMING

APPRAISAL

STAGING CONSULT

BUDGET RANGE

PHOTO-READY DATE

Prioritize the work

Start with condition and function. Address active leaks, unsafe items, broken systems and visible deferred maintenance. Get qualified advice on unfamiliar or major concerns.



Work through the home

- Fix leaks, loose hardware and obvious damage.
- Service systems where needed; keep records.
- Refresh scuffed, peeling or dated paint thoughtfully.
- Patch, caulk and finish visible details.
- Get quotes before taking on larger projects.
- Keep invoices, warranties and permits together.

Resolve concerns before cosmetic extras

A fresh coat of paint can brighten a room, but not every update pays back. Compare cost, time and likely buyer impact before major renovations.

ROOM-BY-ROOM CHECKLIST

Entry & exterior

- [ ] Clean walkways and steps
- [ ] Sweep and tidy porch
- [ ] Touch up front door
- [ ] Clean windows and screens
- [ ] Trim shrubs and lawn
- [ ] Add planters or fresh mulch
- [ ] Check lighting
- [ ] Note items to discuss

Main living areas

- [ ] Declutter and clear surfaces
- [ ] Repair scuffs and nail holes
- [ ] Clean floors and baseboards
- [ ] Dust blinds, shelves, fixtures
- [ ] Brighten with lighting
- [ ] Arrange furniture for flow
- [ ] Edit personal items
- [ ] Note items to discuss

Kitchen

- [ ] Clear counters
- [ ] Clean appliances
- [ ] Wipe cabinet fronts
- [ ] Check cabinet hardware
- [ ] Clean sink and faucet
- [ ] Inspect and tidy pantry
- [ ] Improve task lighting
- [ ] Note items to discuss

Bedrooms

- [ ] Declutter and edit
- [ ] Change bedding
- [ ] Organize closets
- [ ] Dust and clean surfaces
- [ ] Check window coverings
- [ ] Add soft lighting
- [ ] Remove extra furniture
- [ ] Note items to discuss

Bathrooms

- [ ] Deep clean all surfaces
- [ ] Clean grout and caulking
- [ ] Check faucets and drains
- [ ] Replace worn caulking
- [ ] Replace towels and mats
- [ ] Organize storage
- [ ] Add lighting if needed
- [ ] Note items to discuss

Basement / storage

- [ ] Declutter and sort
- [ ] Organize storage areas
- [ ] Check for moisture
- [ ] Clean floors and surfaces
- [ ] Ensure good lighting
- [ ] Ensure good lighting
- [ ] Safety check (stairs, rails)
- [ ] Note items to discuss

Polish the presentation



A staging consultation helps you see the home through a buyer's eyes and identify a few high-impact changes.

Decluttering creates breathing room; staging highlights scale, function and flow. Buyers can picture how rooms work, and listing photos feel clearer.

WHY STAGING HELPS

Staging can range from rearranging what you own to adding select rental pieces. It helps define room purpose and lets buyers focus on the home.

INSPECTION OR APPRAISAL

An inspection may identify concerns to address. An appraisal may help with a unique or complex property. Consider either when it supports your plan.

READY FOR PHOTOS

Deep clean, open blinds, turn on lights, secure valuables and plan for pets and showing access.

EDIT	STAGE	INSPECT	APPRAISE	PHOTOGRAPH
Clear surfaces, closets and walkways.	Consider if condition or concerns warrant it.	Highlight room purpose, scale and flow.	Explore for unique or complex properties.	Book once preparation is complete.

Need help choosing priorities? Request a property-specific preparation conversation with Amy.