



SELLER ROOM BY ROOM REVIEW



REAL ESTATE SMARTS PRESENTS

# *The List-Ready Home.*

*A room-by-room guide to preparing your home for sale — with checklists, honest advice, and the small moves that make the biggest difference.*

MAKING A DIFFERENCE

REALESTATESMARTS.CA

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**BEFORE YOU BEGIN** — See it the way a *Buyer* will.

Preparing your home for sale is the single most cost-effective thing you can do to influence both how quickly it sells and the price it commands.

*Stand at the end of your driveway and look at your home as a stranger would — someone with no memories, no attachment. That stranger is your Buyer.*

Walk through with fresh eyes, then use the checklist grid to sort tasks into Must Do, Could Do, or Don't Do.

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CHAPTER ONE

## Start With Curb Appeal

The first impression is the one made from the street. Some Buyers decide whether to even come inside based on the exterior alone.

- Clear away leaves, branches and yard clutter; coil hoses and put away tools, buckets, and equipment.
- Trim hedges — especially anything blocking windows or the path to the door.
- Power wash the driveway, walkway, patio and deck.
- Mow, edge, weed and fertilize the lawn; a healthy lawn makes a real difference.
- Add colour with bright annuals or a potted plant at the entrance.
- Refresh the front door and garage door — a coat of paint transforms a tired entrance inexpensively.
- Add fresh bark or mulch around trees and beds for a maintained look.
- Check the mailbox and house numbers; make the home easy to find from the street.
- Clean the windows and touch up any caulking or paint that needs it.

CHAPTER TWO

## The Entryway Sets the Stage

The Buyer's first moments inside are their moments of greatest anticipation. Set the tone here.

- Make sure the front entrance light works and the doorbell functions.
- Repair any squeaking, jamming or sticking — make it effortless to get in the door.
- Clear the immediate entry of shoes, coats, umbrellas and anything that eats up space.
- Brighten a small entryway with a light bulb upgrade and a light coat of paint.
- Clear the entry table of keys, mail and clutter.
- Clear the front closet down to a few essentials so it reads as spacious.

CHAPTER THREE

# Every Room in the House.

A few principles apply everywhere — and clean, uncluttered, well-lit rooms consistently outperform. Treat these as your baseline before you tackle any room in detail.

## CLEAN & AIR

- Give the whole home a thorough top-to-bottom clean. Clean homes have a genuine edge.
- Air it out — open the windows and clear any stale odours you may not even notice.
- Clean and deodorize carpets, focusing on high-traffic areas and removable stains.
- Empty every trash bin before every showing.

## WALLS & SURFACES

- Paint tired walls a neutral tone — inexpensive, and one of the best returns available.
- Remove peeling or dated wallpaper and borders.
- Thin out crowded bookshelves; overcrowded shelves make a room feel smaller.

## SPACE & LIGHT

- Start packing now: box up anything you don't use and store it off-site if you can.
- Think model home — remove extra furniture so rooms feel spacious, not crowded.
- Replace burned-out or dim bulbs with bright bulbs; make sure every switch works.
- Clean window coverings and keep them open to let in as much light as possible.

## DEPERSONALIZE

- Store valuables and confidential documents safely out of sight.
- Store excess family photos and personal 'wall of fame' displays.
- Let Buyers picture their life in the home — not yours.



THE LIST-READY HOME 04 · THE HEART OF THE HOME

## CHAPTER FOUR

# The Kitchen & Dining Room

The kitchen is the heart of the home and the most highly valued room by Buyers. Make it shine — a few hours of deep cleaning here will out-earn almost any other prep.

- Clear counters of small appliances and everyday items so the space feels larger.
- If it's an eat-in kitchen, set up a table and chairs so Buyers can see it as such.
- Deep clean all appliances and cupboards — including inside the oven and microwave.
- Buyers open cabinets: organize them and store non-essentials elsewhere.
- Make counters spotless and shiny; keep any fruit or flowers fresh.
- Update worn cabinets inexpensively by replacing knobs and handles.
- Shine faucets and fixtures; clear the fridge door of notes, photos and magnets.
- Empty the trash and keep bins out of sight.

CHAPTER FIVE

# Living & Family Rooms.

This is where Buyers picture their day-to-day living. Make the space as inviting as possible — soft, bright, and easy to imagine as their own.

*Leave lights on during the day and turn on **every lamp** for showings. A bright room feels bigger, warmer, and more welcoming.*

## THE ESSENTIALS

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- Remove oversized or mismatched furniture that weighs the space down.
- Add a simple focal point — flowers on the coffee table or a tidy tray.
- Rearrange or remove overly personal pictures and objects; patch and paint as needed.
- Vacuum regularly and have carpets cleaned; shampoo or replace carpet in poor shape.
- Clean the fireplace.
- Open the drapes and blinds — closed coverings make a home feel closed off.
- Tidy away DVDs, games and small knick-knacks under about 10 inches.

CHAPTER SIX

# Make the Bathroom Sparkle

After the kitchen, the bathroom gets the most scrutiny. Small, inexpensive touches go a long way.

- Empty the trash before showings and tuck the bin under the vanity.
- A new shower curtain and fresh matching towels deliver big impact for little money.
- Clear the counter of everything but a few tidy accents — soap, candle or fresh flowers.
- Store personal items (hairdryers, brushes, makeup) in drawers or cupboards.
- Check faucets for leaks and drips; repair or replace worn fixtures.
- Fresh silicone beading and clean grout make a tub and shower look renewed.
- Buyers look behind the curtain — keep the tub and shower spotless.
- Repaint or refresh a worn vanity; new knobs update an older one instantly.

## SMALL DETAILS MATTER

Fresh towels, a clean shower curtain, and a clear counter make the bathroom feel like a spa.



# Where Buyers Slow Down

Restful, uncluttered rooms photograph beautifully and let Buyers picture themselves living the life they want in your home.

## CHAPTER SEVEN

### Big, Beautiful Bedrooms

- Add fresh flowers, a candle, a well-fitted bedspread that hangs to the floor.
- Clear nightstands down to a lamp and one book.
- In kids' rooms, take down posters and personal items.
- Clear items hanging off the backs of doors so doors open fully.
- Buyers open closets — pare them down and organize.
- Coordinate hanging clothes and line up shoes neatly.

## CHAPTER EIGHT

### A Clutter-Free Home Office

- Store files and paperwork you don't need day-to-day.
- Remove bulky filing cabinets to make the space feel larger.
- Clear the desk to just a computer and lamp.
- Store confidential and client information out of sight.
- Thin out bulletin boards and wall organizers.
- If shared with another room, keep its main purpose front and centre.

CHAPTER NINE

## Basement & Laundry Spaces

Brighten these spaces and make them clean and inviting — nobody wants a dark, crowded utility room.

- Tidy and organize; discard, donate or recycle what you can.
- Paint unfinished concrete floors for a cleaner look.
- Clean and polish the washer and dryer so they look bright.
- Store detergents and laundry items out of sight and clean the laundry sink.

CHAPTER TEN

## The Garage

The garage is often overlooked but Buyers absolutely look — and a cluttered, disorganized garage sends the wrong message about how the home has been maintained.

- Clear out everything that doesn't belong — donations, recycling, broken equipment and accumulated clutter.
- Sweep or power wash the floor; oil stains are worth treating if possible.
- Organize what remains on shelves or in bins so the space looks functional and intentional.
- Make sure the garage door opens smoothly and quietly — a noisy or sticking door is immediately noticeable.
- Replace any burned-out bulbs so the space is well lit.
- If the walls are unfinished, a coat of paint makes the whole space feel cleaner and larger.
- Store bikes, sports equipment and seasonal items neatly — a tidy garage reads as valuable bonus space, not overflow storage.

YOUR WORKSHEET

# Room-by-Room *Action List.*

As you walk through each room, write down what needs attention and check where it belongs. Not everything is worth doing — sorting tasks honestly is how you spend your time and money where it counts.

TASK & ROOM	MUST DO	COULD DO	DON'T DO
Curb Appeal —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Entryway —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Kitchen —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Dining —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Living Room —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Family Room —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bathrooms —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bedrooms —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Office —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Basement / Laundry —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Garage —	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SET YOUR PRIORITIES

# Your Must Do's.

The highest-impact list is the shortest one. Pull the tasks you marked **Must Do** onto this page and put them in order of impact — this becomes your project plan for getting the home to market.

**MUST DO**

Do these before you list.

- 01 \_\_\_\_\_
- 02 \_\_\_\_\_
- 03 \_\_\_\_\_
- 04 \_\_\_\_\_
- 05 \_\_\_\_\_
- 06 \_\_\_\_\_
- 07 \_\_\_\_\_
- 08 \_\_\_\_\_

**COULD DO**

Only if time and budget allow.

- 01 \_\_\_\_\_
- 02 \_\_\_\_\_
- 03 \_\_\_\_\_
- 04 \_\_\_\_\_
- 05 \_\_\_\_\_
- 06 \_\_\_\_\_
- 07 \_\_\_\_\_
- 08 \_\_\_\_\_

**DON'T DO**

Time and money not worth spending.



READY WHEN YOU ARE

# *List Smart. Sell Smarter.*

When your home is truly list-ready, everything else gets easier — showings feel effortless, photos look sharper, and offers land faster. When you're ready to take the next step, we're ready to help.

VISIT

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*Making a Difference.*