

Home-selling Checklist

Getting ready to sell your home? Then it's time to roll up your sleeves and get to work! Selling a home, after all, entails a whole lot more than just planting a "For Sale" sign on your front lawn or uploading a few random photos of your place—especially if you're angling for the most cash. (And, honestly, who isn't?)

So before you put your house on the market, peruse this checklist of things you must do in preparation. Some of these tips are surprisingly easy, while others might require a bit more elbow grease. But they're bound to pay off once buyers start oohing and ahing over your place—and hopefully ponying up a great offer.

2 WEEKS BEFORE LISTING YOUR HOME

- Invest some effort in relatively easy fixes, if required
 - Replace burnt-out light bulbs
 - Touch up any scuff marks
 - Declutter living areas
 - Fix any loose handles
 - Don't just cover up odors, get rid of them
 - Clean, clean, clean! (keep your home clean throughout the selling process)

1 WEEK BEFORE LISTING YOUR HOME

- Sit down with your Real Estate agent and sign the listing agreement
 - Discuss price, possession, date of listing, inclusions (i.e. chattels), exclusions
 - Discuss how much time you require for showing requests
 - If you have an RPR (Real Property Report), dig it up and keep it handy
 - Provide your agent with a Government-issued photo ID and your occupation
 - Ask any questions that you have about the listing process
- Provide a key to your home to your agent (ensure that it works)

4-5 DAYS BEFORE LISTING YOUR HOME

- Make sure that your home is decluttered and clean for photos
- Confirm the date and time of photos with your agent

1-2 DAYS BEFORE LISTING YOUR HOME

- Confirm that the key box has been put on your door/fence/railing by your agent
- Confirm that your agent has ordered a sign

AFTER YOUR HOME HAS BEEN LISTED

- Make sure that you are easily accessible by phone for showing requests
- Keep your valuables hidden during showings
- Keep your home in tip-top shape (it isn't always easy but it'll be worth it!)