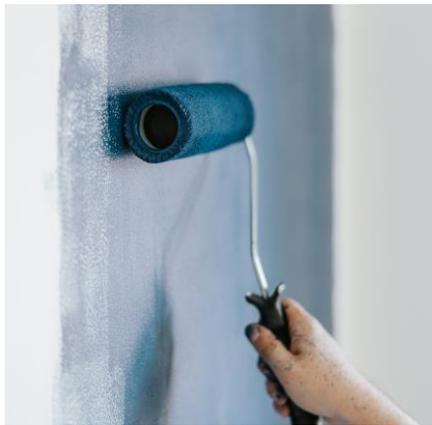


THE ULTIMATE

ALAIN DUSSAULT
COURTIER IMMOBILIER AGRÉÉ



HOME SELLER CHECKLIST



Providing a Simplified and Stress-Free
Home Selling Experience





DEAR HOME SELLER

Are you considering selling your home but you are not sure where to start? Does the thought of listing your home and getting it listed-ready stress you out?

My name is Alain Dussault. I am committed to making your home selling experience is as painless and stress-free as possible. I have been helping homeowners all across the Outaouais region sell their homes quickly, easily, and at the highest price possible.

The following guide contains important information that you will need to gather prior to listing your home for sale.

Use the Ultimate Seller Checklist as a guideline to help you get your home listed quickly and effortlessly.

If you have any questions, please feel free to ask. I am here to help.

Sincerely,

Alain Dussault, Real Estate Broker Certified AEO

Your Journey Towards Getting
Optimal Value For Your Home Begins Here


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OPERATING COSTS (APPROXIMATE)

Electricity: _____

Heating: _____

Property Taxes: _____

School Taxes: _____

INFORMATION

Age of Home _____

Age of Roof _____

Age of Furnace _____

Age of Windows _____

Age of Central Air Conditioning _____

ADDITIONAL DOCUMENTS (IF AVAILABLE)

Please submit the following documents with this first page. Copies are okay.

- Survey of Property
- Floor Plan
- Home Inspection Report
- Building Permits (if applicable)
- Receipts for All Major Improvements to Property (ie. kitchen, flooring, roofing)

KEYS

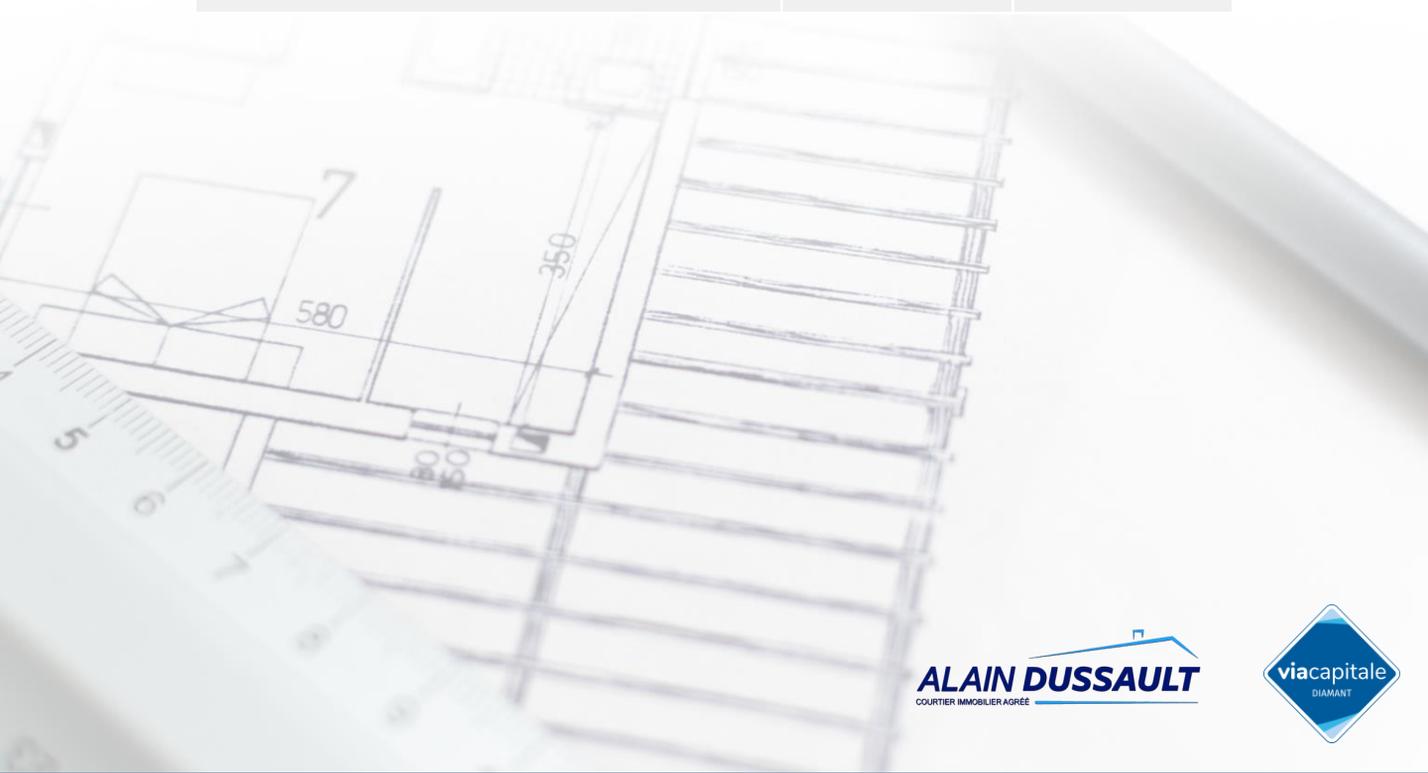
Please provide an extra set of keys at your next visit so that prospective Buyers and their Realtor may access your home.

- Front Door Key
- Garage door keys (if not accessible from interior)
- Keys to outdoor sheds

HOME IMPROVEMENTS

Please list any major renovations that may affect the value of your home, and the approximate cost of these renos:

Improvement	Year	Cost



Staging Your Home



It is a proven fact that a staged home appeals more to buyers, spends less time on the market, and sells for more money.

How a home looks and feels influences a buyer's perception of how much it is worth.

Staging adds visual appeal, warmth and beauty to your home by optimizing it's use, look and feel.

This section outlines the different things you can do to stage your home to sell for Optimal Value. For recommendations on professional stagers, feel free to reach out to me by email at alain@venduvite.ca or by calling 819 684-7000

Get Your Home Ready

TOUCH UP WALLS WITH FRESH, NEUTRAL PAINT

A fresh coat of paint is one of the most cost-effective ways to update your home. Bold colours may not appeal to buyers, so now is the time to re-paint that red accent wall and purple bathroom.



PRO TIP:

Light colors make small rooms appear bigger and **Blue** puts more value in your pocket

According to Zillow's Color Analysis Report, the right shade of blue adds the most value to a home. In particular, homes with bathrooms painted in light blue or periwinkle sold for \$5,440 more, kitchens in light blue or slate grey (+\$1,809), dining rooms (+\$1,926), and bedrooms (+\$1,856), on average.

The only room where blue was found to decrease a home's value was the living room, where it dropped a home's value by \$820. Walls painted in other livable neutrals such as soft taupe and pale grey were found to be more profitable in the living room, increasing a home's selling price by \$1,809 and \$1,526 respectively.

Pull your rooms together by placing accent pieces from the same colour palette (like the Benjamin Moore swatch pictured above) throughout your rooms. This will create a more cohesive look.

WALLS AND CEILINGS

- Clear of dirt, fingerprints and water damage stains
- Cracks, chips, and holes repaired
- Neutral, light colours

STAGE EVERY ROOM FOR ITS INTENDED PURPOSE

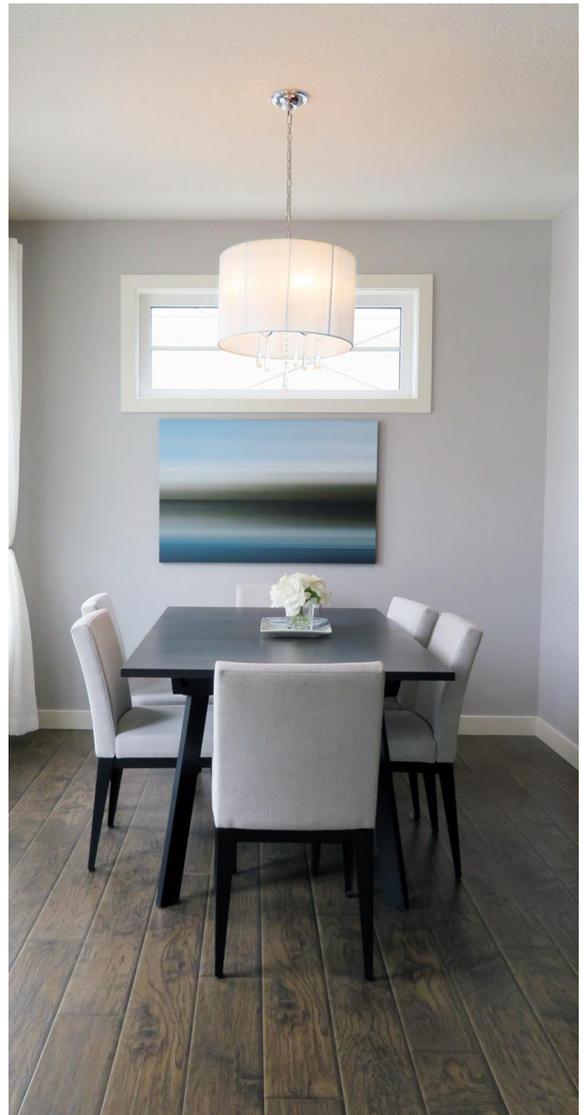
If you've converted the spare bedroom into a den, or the den into an exercise room, make the effort to convert those rooms to the way that most people use them. You want buyers to easily visualize how they would live in your home.

STORE AWAY FAMILY PHOTOS, RELIGIOUS ARTIFACTS, AND PERSONAL MEMENTOS

Indeed, these are the exact things that make your home feel like home – but that's precisely why you need to store them away. You want to create an objective space – a blank canvas, so to speak – for potential buyers. Take down your wedding photos and your shot glass collection – they'll soon have a new home anyhow.

Febreze the smell out of your home

Every home has a smell. You may not notice your own home's scent because you are used to it, but a buyer will notice as soon as they walk through the door.



Give pets a good wash and commit to not cooking fish or curry for the time your home is listed for sale. Buy a few plug-in air fresheners and do not smoke in your house. If you do smoke outside, hide the evidence. An ashtray full of butts can be off-putting to potential buyers.

CLOSETS AND STORAGE AREAS

Unfortunately, cramming everything you did not want to be seen into your closets will not fly. Buyers will open doors and look in your cupboards and assume that a cramped closet equals insufficient storage. Purge what belongings you do not need and neatly organize what you do.

- Clean and well organized
- Clutter and excess junk removed
- Clothes neatly hung
- Shoes and boots neatly stored

Daily Upkeep

INSIDE YOUR HOME

It is not enough to just have a clean and shiny home the day you go on the market. You never know when a buyer may turn up for a viewing, so you need to have it looking its best every day. Ensure your home is always show-ready to make the most of every opportunity.

KITCHEN

The kitchen is one of the area buyers are most attracted to, so give extra love to this space.

- Remove as many small appliances as possible. You want the counters to be as clear as possible.
- Clear fridge of magnets, photos and reminders
- Ensure every surface is sparkling clean
- Organize countertops, removing as many items as possible from view
- Discard spoiled food
- Clean stovetop
- Clean sinks
- Ensure refrigerator and dishwasher are stain-free

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BATHROOMS/POWDER ROOM

- Ensure every surface is sparkling clean
- Organize countertops - free of clutter
- Ensure sinks are spotlessly clean
- Clean tub and shower surfaces
- Hang towels neatly
- Ensure the toilet is extra clean and working properly
- Empty bathroom garbage regularly
- Clean mirror regularly



LIVING ROOM

- Put away toys. Children and/or pet toys should be put away when not in use. Do not hide the fact that you have children and/or pets, this may be a commonality between you and your potential buyer. Ensure everything has its own designated place and looks organized.
- Clean the fireplace
- Neatly stack logs/kindling
- Tuck TV and electronic wires neatly
- Declutter and organize items neatly



BASEMENT

- Declutter and organize
- Remove any musty smells with a dehumidifier
- Clean cobwebs
- Make sure all lights are working
- Set your basement temperature a little higher than you usually have it. We want buyers to feel warm and cozy throughout your home.

FLOORING (HARDWOOD, TILE, CARPETING, AREA RUGS, ETC.)

- Clean any stains
- Repair excessive wear or damage
- Fix damaged tiles and grout



WINDOWS

- Ensure they are sparkling and streak-free
- Fix broken cracks
- Repair damaged screens

BEDROOMS

- Remove valuables from sight
- Make the beds
- Ensure furniture is clean and in good repair
- Vacuum thoroughly
- Make sure the mirrors are sparkling
- Declutter closets



OUTSIDE YOUR HOME

- Organize front porch
- Clean furniture
- Clean driveway
- Ensure fences/decks are in good condition
- Make sure walkways are in good repair
- Mow the lawn
- Repair any damaged / dead grass




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