



SELLER'S GUIDE

GUIDING YOU TO CLOSING

The Debbie Penzo Team looks forward to working with you throughout the process of selling your home.

We are here to help clarify and simplify the process, and to get started on readying your home for sale and getting it on the market.



OUR TIPS FOR SELLERS

Before starting the process of selling your home, we recommend these 5 tips to all sellers:

1. Select the right agent for your property. You will be communicating with this agent on a regular basis, so make sure you feel comfortable with them. It is critical to select an agent who has a high-level understanding of your neighbourhood, the marketability of your property, and a strong pricing strategy.
2. The market will determine what your property ultimately sells, however your agent should educate you about recent sales in your neighbourhood, current competing listings, and an overview of market trends so that you understand the current state of the market and the value of your home.
3. Consult with your lawyer and accountant to understand the legal and financial implications of selling your home at the time you decide to sell.
4. Prepare your home for sale and know that this can take several weeks. Ask your agent for recommendations regarding home staging.
5. Be specific with your agent about restrictions and parameters around showing your property.

ENHANCE YOUR PROPERTY

A SELLER'S CHECKLIST

MAKE MINOR REPAIRS

- Dirty walls should be re-painted if possible.
- Repair or remove any signs of water damage.
- Re-grout floor and wall tiles if necessary.
- Sand and re-finish wood flooring if necessary.
- Make sure your doorbell works (it's the first impression!)
- Fix any cabinetry doors and drawers that do not work properly.
- Make sure all hardware is securely fastened.

SPARKLING CLEAN

- Have the house professionally cleaned from top to bottom.
- Have your windows professionally cleaned to maximize light in your home.
- Clutter is confusing. De-clutter and tidy up the entire place. There should be no knick knacks.
- Clean and polish all floors, light fixtures, and plumbing fixtures.
- Eliminate bad odours, they distract buyers. Scented candles are a nice touch.

THE EXTRA MILE FOR THE BEST RETURN

- TIP: Most buyers look at decor and furnishing before they look at the fundamental space. Furnish well or consider a professional stager.
- Will your home 's value increase if you renovate certain spaces such as your kitchen or your bathroom.
- Improve your lighting - add dimmers for mood, increase the wattage of existing lights, and keep curtains open.
- Warm up the space with accessories such as pillows, rugs, throws.
- De-clutter and organize your closets to make them feel spacious.

The Debbie Penzo Team works with a list of industry experts to maximize the value of your home. [Contact us](#) to discuss the details.



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