

# PRE-LISTING REPAIRS & IMPROVEMENTS GUIDE

## YES - Worth Doing Before You List

Not all of these are necessary depending on your home. **Always consult with your Realtor before spending money to make sure you're investing in the best places!**

- Touch up small repairs like caulking, scuffed walls, burnt-out bulbs, or cracked tiles.
- Repaint rooms if needed, especially if walls are scuffed or bold colours might not appeal to most buyers. Stick with neutral & light.
- Paint dated cabinetry or outdated fireplaces/tile for a quick, modern refresh.
- Replace dated light fixtures, mirrors, or faucets to instantly update a room's look.
- Update cabinet hardware and door handles.
- Replace or deep-clean stained carpet.
- Remove pet or cigarette odours.
- Repair cracked or broken windows - visible damage raises red flags for buyers.
- Check and maintain home systems: service your HVAC, replace furnace filters, add salt to the water softener, and test smoke/CO detectors. Inspectors and buyers notice these details & neglect can suggest poor upkeep.
- Tighten loose hinges, knobs, and handles; simple signs of care go a long way.
- Declutter cupboards, closets, and storage areas. Buyers will open everything. If it's packed, they'll think there isn't enough space.
- Deep clean every surface - inside cupboards, light switches, vents & appliances. Kitchens and bathrooms must be spotless.
- Enhance curb appeal: maintain gardens, trim hedges, add pops of colour with flowers, repaint or replace your front door, and power wash siding, walkways, and decks. The exterior is the buyer's first impression.
- If selling in winter, include seasonal photos of your home and gardens so buyers can see what your property looks like in summer.

***These updates make your home feel cared for, well-maintained, and move-in ready. Buyers can tell when a home has been loved.***

## NO - Skip These or Proceed With Caution

Not every upgrade adds value. **Avoid big or personal projects that buyers may change anyway.**

- Full kitchen or bathroom remodels right before listing. These rarely recoup their full cost, and buyers often prefer to personalize these spaces themselves.
- Luxury upgrades that exceed your neighbourhood's price range. They won't add enough value to justify the cost.
- Replacing all appliances if current ones work well. Clean them thoroughly instead.
- DIY painting or repairs if you're not experienced. Sloppy finishes or poor colour choices can hurt your sale - consult an expert first.
- Major additions, structural changes, or new pools/landscaping projects. Costly and unlikely to generate a matching return.
- Bold paint colours, wallpaper, or trendy finishes. Appeal to the masses with timeless neutrals.
- Overly personal décor or photos. Depersonalize your home - buyers shouldn't know who you are by walking through it. You want them to imagine their life there.
- Strong scents or artificial fragrances. They can make buyers suspicious you're hiding something.
- Cheap-looking materials or finishes. Buyers may assume the rest of the home was done to the same standard.

***Sometimes these projects can still be beneficial for the right home and budget, but always double-check with your Realtor before investing heavily to sell. For example, a pool can be wonderful if you've enjoyed it for years, but adding one solely to increase your sale price likely won't deliver a strong ROI.***

