



THEVANCOUVERLIFE

HOW TO SELL YOUR HOME FOR Top Dollar

A comprehensive guide
designed to help you maximize
the value of your home and sell
it for the highest amount.



Overview

Selling your home is a big decision, and you only have one chance to sell your property for the highest possible price, so it's important to get it right.

Knowing which areas to improve, or unknowingly cutting corners can ultimately cost you tens of thousands of dollars – even much more at times.

The purpose of this guide is to offer comprehensive insights to assist you in steering clear of pitfalls, thereby enabling the seamless and efficient sale of your home at the most favorable price within an expedited time frame.



The paramount strategy for achieving the highest possible sale price for your property is to showcase it in a manner that evokes a dreamlike allure for potential buyers. Preparing the home to be an embodiment of perfect living, where every corner radiates thoughtful design and meticulous preparation, is required to obtain top price. The home should be impeccably organized, well-lit, and adorned with gorgeous furniture and complementary artwork. The bedrooms should invite guests to unwind in comfort, akin to a five-star hotel, while the spa-like bathrooms provide a sanctuary for relaxation.

Ultimately, the property will exude a presence where potential buyers feel welcome and literally 'at home', which creates an intense desire to want to make it their own.

Now, how to achieve this...



Top 12 Ways To Prepare Your Home To Sell For The Highest Price

Now that you recognize the significance of meticulously preparing your home for sale, you're likely wondering what the next steps are to embark upon this journey. Here are the top 20 essential actions to take that will elevate your property's presentation, ensuring it outshines all competition and results in a successful sale at a great price.

01. Staging & Decorating

If you do nothing else, staging a home is indisputably the best way to achieve the highest return and see a successful property transaction. Staged homes not only photograph exceptionally well, but also command higher sale prices and spend less time on the market. In essence, staging transcends the transactional nature of real estate, forging an emotional connection, enhancing visual appeal, and positioning the home to command a premium price.

The investment into staging is far less than the cost of having your home not sell, sit on the market a long time, or having to do a price reduction. For homes that are in amazing condition with an already appealing aesthetic, a simple decorating package can add that extra 5% that puts it over the top and is an incredible return on a very reasonable investment.



02. Less Is More!

Decluttering your home is a pivotal element in contributing significantly to the overall presentation and appeal of the property. By systematically eliminating excess items and personal effects, living spaces are transformed into clean, open canvases that allow potential buyers to envision the residence as their own. A clutter-free environment not only enhances the visual aesthetics of the home but also creates a sense of spaciousness, making rooms appear larger and more inviting. This process facilitates a seamless flow during property viewings, enabling prospective buyers to focus on the inherent features of the home rather than being distracted by unnecessary items. Ultimately, decluttering cultivates a positive first impression, instills a sense of order and simplicity, and positions the home to stand out favorably in the competitive real estate market, thereby contributing indispensably to a successful sale.



03. Brighten It Up

Change burnt out light bulbs and update light fixtures. It's easy to forget about all the bulbs that have burned out over the years, but you want your home to be as bright as possible. Lighting makes an incredible difference to how a home looks to potential Buyers. If you have dated light fixtures (it's OK, a lot of us do), take a quick trip to your favorite furniture store (or even Home Depot / Ikea) and pick up some modern ones.

04. Depersonalize

You want your house to appeal to as many Buyers as possible, and that will only happen if they can picture their own stuff in your house. Take down all the family photos, the collections, awards and the souvenirs. A buyer walking through the property must be able to view it as their own, not as a visitor in someone's place.

05. Neutral Art

Similar to family photos, definitive artwork can ultimately draw attention away from the main attraction, your house! Artwork should be kept neutral and non-offensive, appealing to as many people as possible. Artwork should enhance the space, not be the one thing buyers remember about the place. For properties that feel void and could benefit from art, a decorating package or generic pieces from HomeSense can add a that extra touch, creating an even more inviting space.



06. A Kitchen A Chef Would Be Proud Of

The kitchen is one of the rooms Buyers are most attracted to so if you're looking for a room to spend the most attention on, this will be it. Remove your blender/ George Foreman Grill/ Kitchen Aid mixer/toaster/ bread machine from the counters – you want the counters to be as clear as possible. Clean inside all the cupboards (and yes, I mean remove everything and wipe them out). Don't cram all your dishes and food back in – again, you want to convey to Buyers that your kitchen has enough storage for the Buyer's stuff. Clean inside the fridge (and remove the magnets, photos and reminders). Consider investing in some fresh flowers and a beautiful bowl with some fresh fruit in it.



07. Create Spa Like Bathrooms

Following the Kitchen, the bathroom deserves some attention. Cultivate a serene atmosphere by clearing countertops and meticulously organizing drawers. Adorn the room with fresh, plush towels, indulgent soaps, and diffuser sticks to instill a spa like Mambiance. Consider investing in a new bath mat and shower curtain as the crowning touches.



08. Curb Appeal

Curb appeal holds paramount significance in the successful sale of a property, serving as the initial impression potential buyers form before even stepping inside. A well-maintained and aesthetically pleasing exterior not only attracts attention but also sets the tone for the entire viewing experience. To enhance curb appeal, start by meticulously manicuring the lawn, trimming bushes, and investing in colorful, seasonal flowers for a welcoming touch. Repair any visible exterior damage, such as chipped paint or worn-out fixtures, to convey a sense of overall property maintenance. Additionally, consider updating the front door with a fresh coat of paint or new hardware to create a focal point that draws the eye. Adequate outdoor lighting can also contribute to a warm and inviting atmosphere during evening showings. By dedicating attention to these exterior elements, sellers can significantly elevate the perceived value of their home and capture the interest of potential buyers from the moment they approach the property.



09. Organize Closets & Storage Areas

Potential buyers are more likely to envision themselves living in a property when they encounter well-organized closets and storage spaces. To prepare this element of your home for sale, declutter these areas by removing excess items and neatly organizing belongings. Consider investing in storage solutions, such as shelving or bins, to maximize space and create a sense of order. An organized and spacious storage environment not only showcases the home's potential for accommodating personal items but also suggests a conscientious approach to home maintenance, leaving a positive and lasting impression on prospective buyers.



10. Conduct A Pre Inspection

Conducting a pre-listing inspection is an pro-level step in preparing a home for sale, offering sellers a proactive approach to identify and address potential issues before listing the property on the market. The inspection report may turn up previously unknown issues that can be addressed prior to listing. By tackling these issues in advance, sellers can present a home that is not only aesthetically pleasing but also structurally sound, fostering trust and facilitating a smoother transaction.

11. Repair Blemishes & Visual Issues

Conducting a pre-listing inspection is an pro-level step in preparing a home for sale, offering sellers a proactive approach to identify and address potential issues before listing the property on the market. The inspection report may turn up previously unknown issues that can be addressed prior to listing. By tackling these issues in advance, sellers can present a home that is not only aesthetically pleasing but also structurally sound, fostering trust and facilitating a smoother transaction.

12. Deep Cleaning

Deep cleaning is a fundamental element in the preparation of a home for sale, as it goes beyond mere surface cleanliness to create an environment of impeccable hygiene and order. A meticulously cleaned home not only leaves a lasting positive impression on potential buyers but also signifies a commitment to overall property maintenance. Prior to listing a home for sale, it is crucial to undertake a thorough deep cleaning of every room, addressing often overlooked areas such as carpets, windows, and appliances. This process not only enhances the aesthetic appeal but also contributes to a fresh and inviting atmosphere that can greatly influence a buyer's perception.

Sell With Vancouver's Top Real Estate Team

At The Vancouver Life Real Estate Group, our commitment is to secure the highest possible sale price for your property, swiftly and as smoothly as possible.

What's more, our established network of professional service providers, including staging experts, cleaning crews, junk removal services, storage solutions, and skilled handymen, ensures that your property is prepared for sale efficiently and effectively. We remove all the hassle of selling to ensure you have an enjoyable and rewarding experience.

In essence, whatever your property needs for a successful sale, we're here to make it happen.

Connect with us today to discover what your home is worth and how we can help sell it.

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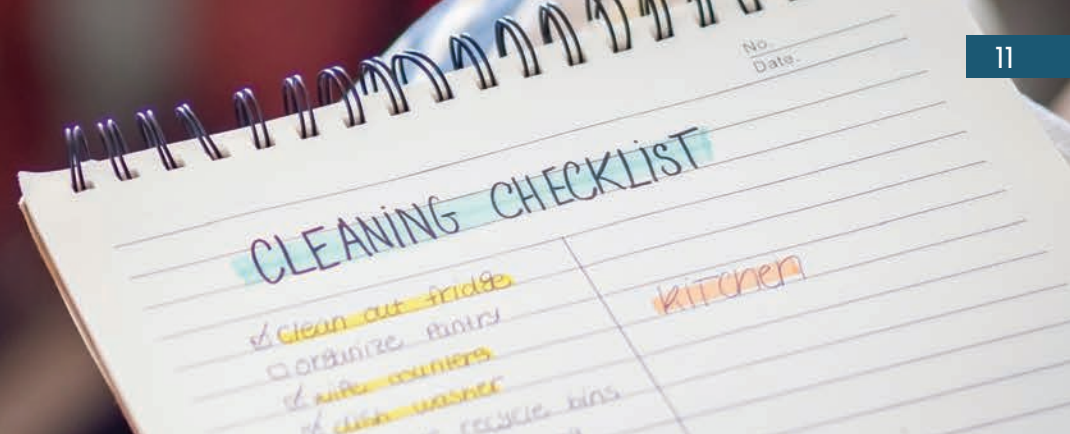
Timeline

Preparing your property for sale can take anywhere from days to weeks. It's important to decide on the ideal time to go to market, and work backwards from there. This decision can be made based on a number of factors including timing with a typically active market, namely Spring and Fall, or around a vacation or time when your day-to-day life will have minimal impact as you'll be required to vacate for showings and open houses.

The home preparation time will be decided by how much work is required to get it to its optimum condition. Do you need to hire tradespeople to fix a few things? A landscaper? Or is the home just in need of a nice deep clean and you're ready to go? Having a firm understanding of how long all the work will take is important in deciding your listing date.

A typical timeframe you should expect to give yourself prior to listing is 3 weeks - though this is understandably case-by-case and can shorten or lengthen based on the condition and size of a property.





CHECKLISTS



We've created these checklists as an invaluable resource for efficiently preparing your home for sale. They offer a comprehensive and organized approach to cleaning, ensuring that every corner of your home is addressed. From decluttering living spaces to deep-cleaning kitchens and bathrooms, these checklists cover all the essential tasks.

Kitchen Cleaning Checklist

Countertops

- Wipe down and disinfect all kitchen countertops, paying attention to corners and edges.

Cabinets and Drawers

- Clean cabinet surfaces and drawer fronts, removing any accumulated grime or fingerprints.

Appliances

- Clean the exterior of all appliances, including the refrigerator, dishwasher, oven, and microwave.
- Clean the interior of the microwave and oven.
- Empty and clean the refrigerator, including shelves and drawers.

Sink and Faucet

- Scrub the sink basin and faucet thoroughly.
- Clean the faucet handles and any removable aerators.

Backsplash

- Wipe down and clean the kitchen backsplash, removing any grease or splatter.

Floor

- Sweep and mop the kitchen floor, paying attention to corners and baseboards.

Trash Bins

- Clean and disinfect both the interior and exterior of trash bins.
- Replace trash bags.

Dish Rack and Draining Board

- Clean and sanitize the dish rack and draining board, if applicable.

Small Appliances

- Wipe down and clean small appliances such as the toaster, blender, and coffee maker.

Light Fixtures

- Dust and clean light fixtures, including any pendant lights or chandeliers.

Windows

- Clean kitchen windows, both inside and outside, if accessible.

Dining Table and Chairs

- Clean and polish the dining table and chairs, if they are located in the kitchen.

**Ventilation

- Clean the exhaust fan, hood, or any other ventilation systems in the kitchen.

Grout and Tile

- Scrub and clean grout lines and tiles on walls or floors.

Baseboards

- Wipe down and clean baseboards around the kitchen perimeter.

Door Handles and Switches

- Clean frequently touched areas such as door handles and light switches.

Bathroom Cleaning Checklist

Countertops

- Wipe down and disinfect bathroom countertops, including any visible edges or corners.

Sink and Faucet

- Scrub the sink basin and faucet thoroughly.
- Clean the faucet handles and any removable aerators.

Mirrors

- Clean bathroom mirrors using a streak-free glass cleaner.

Cabinets and Drawers

- Clean cabinet surfaces and drawer fronts, removing any accumulated grime or fingerprints.

Shower and Bathtub

- Scrub and disinfect the shower and bathtub surfaces.
- Clean and remove soap scum from glass shower doors.

Showerhead

- Remove mineral deposits from the showerhead and clean the exterior.

Under the Sink

- Organize and clean the area under the sink, disposing of any unnecessary items.

Check Expiry Dates

- Dispose of expired food items in the pantry or refrigerator.

Cutting Boards and Utensils

- Scrub and disinfect cutting boards and kitchen utensils.

Organize and Declutter

- Declutter countertops and organize items in cabinets and drawers for a neat and organized appearance.

Toilet

- Clean and disinfect the toilet bowl, seat, and exterior.
- Wipe down flush handles and any other commonly touched areas.

Floor

- Sweep and mop the bathroom floor, paying attention to corners and baseboards.

Trash Bin

- Clean and disinfect the interior and exterior of the trash bin. Replace trash bags.

Towels and Linens

- Replace or wash bathroom towels and mats. Ensure fresh linens are hung or displayed.

Ventilation

- Clean the bathroom exhaust fan or any other ventilation systems.

Light Fixtures

- Dust and clean light fixtures, including any vanity lights.

Windows

- Clean bathroom windows, both inside and outside if accessible.

Medicine Cabinet

- Organize and clean the medicine cabinet, discarding expired medications or toiletries.

Shelving and Storage

- Wipe down and clean any shelving or storage units in the bathroom.

Toiletry and Personal Items

- Organize and declutter toiletries and personal items on countertops.

Bedroom Cleaning Checklist

Bed and Bedding

- Make the bed with clean linens.
- Shake out and fluff pillows.

Dust Furniture

- Dust all bedroom furniture surfaces, including dressers, nightstands, and shelves.

Vacuum or Sweep Floors

- Vacuum carpets or sweep and mop hardwood floors.

Clean Mirrors and Glass

- Clean mirrors and any glass surfaces in the bedroom.

Window Treatments

- Dust or vacuum curtains and blinds.
- Wipe down curtain rods or blinds.

Closet

- Organize and declutter the closet.
- Wipe down closet shelves and surfaces.

Electronics

- Dust and clean electronic devices, such as TVs, monitors, or charging stations.

Grout and Tile

- Scrub and clean grout lines and tiles on walls or floors.

Baseboards

- Wipe down and clean baseboards around the bathroom perimeter.

Door Handles and Switches

- Clean frequently touched areas such as door handles and light switches.

Air Fresheners

- Ensure a pleasant ambiance by using air fresheners or opening windows for ventilation.

Light Fixtures

- Dust and clean light fixtures, including ceiling fans or bedside lamps.

Doors and Handles

- Wipe down bedroom doors and handles.

Baseboards

- Wipe down and clean baseboards around the bedroom perimeter.

Ventilation

- Clean any ventilation systems, including ceiling fans or air vents.

Wall Decor

- Dust and clean any wall decor, such as framed pictures or artwork.

Floor Decor

- Shake out or clean rugs and carpets.

Laundry Basket

- Organize and empty the laundry basket.

Personal Items

- Declutter personal items on surfaces, such as nightstands or dressers.

Books and Magazines

- Organize and dust books or magazines on shelves.

Mattress

- Rotate or flip the mattress, if applicable.

Air Fresheners

- Ensure a pleasant ambiance by using air fresheners or opening windows for ventilation.

Check Lighting

- Ensure all bedroom lights are in working order.

Decorative Pillows and Throws

- Arrange and fluff decorative pillows and throws on the bed or seating areas.

Other Living Areas Cleaning Checklist

Dust Surfaces

- Dust all surfaces, including coffee tables, side tables, bookshelves, and entertainment units.

Vacuum or Sweep Floors

- Vacuum carpets or sweep and mop hardwood floors in living areas.

Clean Upholstered Furniture

- Vacuum and clean upholstered furniture.
- Spot clean any stains on sofas or chairs.

Windows and Window Treatments

- Clean windows and window sills.
- Dust or vacuum curtains and blinds.

Light Fixtures

- Dust and clean light fixtures, including ceiling lights, chandeliers, or floor lamps.

Electronics

- Dust and clean electronic devices, such as TVs, gaming consoles, or sound systems.

Doors and Handles

- Wipe down doors and handles in living areas.

Ventilation

- Clean any ventilation systems, including ceiling fans or air vents.

Baseboards

- Wipe down and clean baseboards around the living areas.

Decor and Accessories

- Dust and clean decorative items, such as vases, sculptures, or framed photos.

Carpets and Rugs

- Vacuum and spot clean carpets and rugs.

Bookshelves

- Dust and organize items on bookshelves.

Floor Decor

- Shake out or clean rugs and carpets.

Laundry Basket

- Organize and empty any laundry baskets.

Personal Items

- Declutter personal items on surfaces, such as tables or shelves.

Artwork

- Dust and clean any artwork or wall decor.

Check Lighting

- Ensure all living area lights are in working order.

Air Fresheners

- Ensure a pleasant ambiance by using air fresheners or opening windows for ventilation.

Check Furniture Arrangement

- Rearrange furniture if necessary to create a more inviting and spacious atmosphere.

Organize Media and Entertainment

- Organize DVDs, CDs, or other media items in entertainment units.



Garage Cleaning and Organization Checklist

Remove Clutter

- Clear out unnecessary items and declutter the garage space.

Sweep or Power Wash Floors

- Sweep the garage floor to remove dirt and debris, or consider power washing for a thorough clean.

Organize Tools

- Arrange and organize tools on shelves or in tool cabinets for easy access.

Check and Organize Sporting Equipment

- Inspect and organize sporting equipment, ensuring it is in good condition.

Clean and Organize Workbench

- Wipe down and organize the workbench, disposing of any unnecessary items.

Inspect and Clean Storage Cabinets

- Inspect storage cabinets for any damaged or expired items.
- Wipe down cabinet surfaces.

Check and Clean Shelving Units

- Dust and clean shelving units.
- Organize items on shelves.

Dispose of Hazardous Materials

- Properly dispose of any hazardous materials or expired chemicals.

Check Garage Door

- Inspect the garage door for any needed repairs or maintenance.

Organize Seasonal Items

- Organize seasonal items, such as holiday decorations or summer equipment, in labeled bins.

Check Lighting

- Ensure all garage lights are in working order.

Clean Windows

- Clean garage windows, both inside and outside.

Inspect and Clean Tools and Equipment

- Inspect and clean power tools.
- Lubricate any moving parts as needed.

Check Car Maintenance Supplies

- Ensure car maintenance supplies, such as oil or windshield washer fluid, are stocked and organized.

Check Tires

- Inspect and organize spare tires, ensuring they are properly inflated.

Dispose of Unwanted Items

- Properly dispose of any items that are no longer needed or in usable condition.

Check Garage Door Opener

- Test and check the garage door opener for proper functioning.

Organize Sports Gear

- Arrange and organize sports gear such as bikes, golf clubs, or exercise equipment.

Inspect and Clean Garage Walls

- Inspect garage walls for any signs of damage or pests and clean as needed.

Create a Donation Pile

- Create a pile of items in good condition that can be donated or sold.

Home Sellers Glossary

Asking Price: The price set by the seller for listing their property. The asking price is distinct from the selling price, which is the final amount agreed upon between the buyer and seller.

Balanced Market: A market where buyers and sellers are equally matched, leading to sellers often accepting reasonable offers, and properties selling in a standard timeframe with stable prices.

Bridge Financing: A temporary loan to fill the gap for buyers who purchase a new home before selling their current one. Common in a seller's market, it allows buyers to proceed with a purchase without needing to sell first.

Buyer's Market: A market scenario where available homes outnumber buyers, providing buyers with more choices and stronger negotiation leverage. In this market, homes might remain available longer, with prices being stable or decreasing.

Chattels: Detachable items in a home that can be removed without causing damage, like curtains but excluding items like curtain rods that are affixed to the home. Chattels typically are not part of the home sale unless mentioned in the Purchase and Sale Agreement.

Closing: The concluding step in the process of selling a home. After fulfilling all conditions in the Purchase and Sale Agreement by the end of the closing period, the property ownership transfers to the buyer, and keys are exchanged as per the date specified in the offer.

Conditional, or Subject Offer: An offer for a home dependent on certain predetermined conditions, such as approval of financing or a satisfactory home inspection, allowing buyers to withdraw if conditions aren't met.



Counteroffer: Occurs when a seller responds to an initial home purchase offer with modifications, often in terms of price or purchase conditions like the closing date.

Curb Appeal: The attractiveness of a home as seen from the street, encompassing the exterior of the house, front yard, and other visible elements.

Current Market Assessment: A CMA provided by a real estate agent during listing, used to help set the home's asking price using current market data, including supply and demand, seasonality, and specific home characteristics like location and size.

Fixtures: Items fixed to the home needing tools for removal and included in the purchase. Examples include lighting fixtures and built-in appliances. Sellers planning to take fixtures should either remove them before listing or specify them in the Purchase and Sale Agreement.

FSBO: Short for "For Sale By Owner," indicating the seller is handling the home sale without a real estate agent, thereby avoiding agent commission fees.

Home Value Estimator: An online tool for sellers to approximate their property's value, offering an estimate different from a comprehensive property assessment by a Realtor.

List-To-Sale-Price Ratio: The variance between a home's listed price and its actual selling price, expressed as a percentage. A ratio above 100% indicates a sale over the asking price, while below 100% suggests a sale below asking.

MLS: The Multiple Listing Service, a collaborative real estate selling platform operated by real estate boards and associations in Canada.

Offer: A legal proposal to buy a home, often subject to conditions like financing and home inspection, which can be canceled if these conditions are not met.

Porting: The process of transferring a mortgage, with its current interest rate and terms, from one property to another.

Seller's Market: A market with more buyers than available homes, resulting in quick sales, potential price increases, and possibly multiple offers, giving sellers a stronger negotiation position.

Staging: The act of preparing a home for sale, aiming to appeal broadly to potential buyers. This often involves decluttering, depersonalizing, cleaning, and making minor updates like painting and rearranging furniture.

Virtual Deals: The process of buying a home using technology instead of in-person interactions, involving tools like virtual home tours, video calls, and electronic documents and signatures.



Sell With Vancouver's Top Real Estate Team

The Vancouver Life Real Estate Group is an Award Winning Team of agents with a proven track record of selling homes for higher than the industry average.

 Over 360 homes sold

 Over 75 5 *Star Google Reviews

 Over \$350m in sales

 Top 10% of all Realtors in GVRD 5 Years Straight

98.6%

Average Sale Price To List Price

The Vancouver Life = 98.6% of list price

GVRD Average = 96.1% of list price

Simply put, we net you more money! We negotiate 2.5% higher sales prices vs. the average agent.

95.0%

Average Sale Ratio

The Vancouver Life = 95%

Vancouver Average = 50%

Since 2019, The Vancouver Life Team have sold all but one listing. If nothing more, you have a 45% better chance of selling with us vs. other agents.

17

Average Days On Market

The Vancouver Life Team = 17 days

GVRD Average: = 25 days

Our listings are selling on average 8 days faster which translates into less stress for you. Also the longer a listing takes to sell, will typically lead to a lower sale price..

At The Vancouver Life Real Estate Group, our commitment is to secure the highest possible sale price for your property, swiftly and as smoothly as possible.

Connect with us today to discover what your home is worth and how we can help sell it.



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