

Mount Forest Home Selling Checklist

Kevin Flaherty | 226-270-6433 | flaherty.ca

Welcome to Your Mount Forest Selling Guide

Selling a home in Mount Forest requires a strategic approach. Whether you own a century home near Main Street, a modern subdivision build, or a rural property with acreage, this checklist will help you prepare for a successful sale. We've broken down the process into actionable phases, ensuring nothing is missed before your home hits the market. For current Mount Forest market data, visit flaherty.ca/mount-forest-real-estate-market.

Phase 1: Paperwork and Due Diligence

Before listing, gather all necessary documentation. Buyers want transparency, especially for historic or rural properties.

- Locate your property survey or reference plan.
- Gather recent property tax bills.
- Compile utility bills (hydro, gas, water) for the past 12 months.
- Collect warranties and manuals for all major appliances.
- Find receipts for major upgrades (roof, HVAC, windows).
- If applicable, gather heritage designation paperwork.
- For rural properties, locate recent well water test results.
- For rural properties, find the latest septic pump-out and inspection report.
- Compile a list of any rented equipment (hot water heater, propane tank).
- Gather WETT inspection certificates for any wood-burning stoves or fireplaces.
- Locate any transferable warranties for foundation repair or waterproofing.
- Prepare a list of inclusions and exclusions for the sale.
- Order a pre-listing home inspection to uncover hidden issues.
- Review the pre-listing inspection report and decide which items to fix.
- Obtain quotes for any major repairs you choose not to complete.
- Gather documentation for any easements or right-of-ways on the property.
- If you have a pool, gather maintenance and opening/closing records.
- Compile a timeline of all renovations completed during your ownership.
- Locate the deed and title insurance documents.
- Consult with your mortgage lender regarding payout penalties or porting options.

Phase 2: Exterior Preparation (Curb Appeal)

First impressions matter. Your home's exterior is the first thing buyers see online and in person.

- Power wash the exterior siding, brick, or stone.

Mount Forest Home Selling Checklist

Kevin Flaherty | 226-270-6433 | flaherty.ca

- Clean all exterior windows and screens.
- Clear gutters and downspouts of debris.
- Inspect the roof for missing or damaged shingles.
- Repaint or touch up the front door.
- Replace worn or outdated house numbers.
- Upgrade exterior lighting fixtures if necessary.
- Ensure the doorbell is functioning properly.
- Mow the lawn and trim all edges.
- Prune overgrown bushes and trees, especially near windows.
- Weed all garden beds and add fresh mulch.
- Plant seasonal flowers for a pop of color.
- Repair any cracks in the driveway or walkways.
- Ensure the garage door opens smoothly and quietly.
- Organize the garage, removing excess clutter.
- Clean and organize outdoor living spaces (patios, decks).
- Stage outdoor furniture to highlight the lifestyle.
- Store garbage and recycling bins out of sight.
- Ensure fences and gates are in good repair.
- For rural properties, ensure outbuildings and barns are tidy and accessible.
- For century homes, highlight original architectural details on the porch.
- Ensure exterior water taps are not leaking.
- Check that all exterior locks and deadbolts function smoothly.
- Sweep away cobwebs from the porch and eaves.
- If selling in winter, ensure walkways are shoveled and salted.

Phase 3: Interior Decluttering and Depersonalizing

Buyers need to picture themselves living in the space. Remove distractions so they can focus on the home's features.

- Remove all family photos from walls and surfaces.
- Pack away personal collections and hobby items.
- Clear kitchen countertops of all non-essential appliances.
- Remove magnets and papers from the refrigerator.
- Organize kitchen cabinets and pantry (buyers will look inside).
- Clear bathroom counters of personal toiletries.
- Organize bathroom cabinets and linen closets.

Mount Forest Home Selling Checklist

Kevin Flaherty | 226-270-6433 | flaherty.ca

- Remove excess furniture to make rooms feel larger.
- Pack away off-season clothing to make closets look spacious.
- Remove all items from the floor of closets.
- Store away children's toys in designated bins.
- Remove pet beds, bowls, and litter boxes during showings.
- Clear desks and home office areas of sensitive paperwork.
- Remove excess books from bookshelves.
- Pack away any items you don't use daily.
- Rent a storage unit if necessary to hold excess furniture.
- Depersonalize children's bedrooms.
- Remove any controversial artwork or reading material.
- Ensure all walkways and hallways are clear of obstacles.
- Declutter the basement, ensuring mechanicals are easily accessible.

Phase 4: Deep Cleaning

A spotless home signals to buyers that the property has been well-maintained.

- Professionally clean all carpets and area rugs.
- Wash all interior windows and tracks.
- Dust all blinds and wash curtains.
- Clean all light fixtures and ceiling fans.
- Wipe down all baseboards, trim, and doors.
- Clean scuff marks off walls.
- Deep clean the kitchen sink, faucet, and garbage disposal.
- Clean the inside and outside of all kitchen appliances.
- Degrease the range hood and backsplash.
- Scrub all bathroom tile and grout.
- Re-caulk tubs and showers if the current caulking is moldy.
- Clean bathroom exhaust fans.
- Polish all mirrors and glass surfaces.
- Dust the tops of kitchen cabinets and the refrigerator.
- Clean the interior of the washing machine and dryer.
- Sweep and mop all hard surface floors.
- Dust all air vents and replace HVAC filters.
- Clean the fireplace hearth and glass doors.
- Wipe down all light switches and door handles.

Mount Forest Home Selling Checklist

Kevin Flaherty | 226-270-6433 | flaherty.ca

- Ensure the home smells fresh (avoid heavy air fresheners).

Phase 5: Repairs and Maintenance

Fixing small issues prevents buyers from thinking the home has been neglected.

- Patch and paint any holes or dents in the walls.
- Touch up paint on trim and baseboards.
- Fix any leaky faucets or running toilets.
- Ensure all interior doors open and close smoothly.
- Lubricate squeaky door hinges.
- Tighten loose cabinet hardware and drawer pulls.
- Replace any burnt-out lightbulbs with consistent color temperatures.
- Repair or replace torn window screens.
- Fix any broken floor tiles.
- Ensure all electrical outlets and switches are working.
- Replace cracked or discolored switch plates.
- Test all smoke detectors and carbon monoxide detectors.
- Ensure the sump pump is functioning properly.
- For century homes, ensure original windows operate as smoothly as possible.
- Repair any dripping exterior hose bibs.
- Ensure the water softener is filled with salt and functioning.
- Fix any loose handrails on staircases.
- Ensure all window treatments operate correctly.
- Repair any minor damage to the driveway or walkways.
- Address any minor issues identified in the pre-listing inspection.

Phase 6: Staging and Presentation

Staging highlights your home's best features and improves the flow for both photography and physical showings.

- Define a clear purpose for every room (e.g., turn a junk room back into a bedroom).
- Arrange living room furniture to encourage conversation.
- Ensure there is a clear focal point in every room.
- Add fresh, neutral-colored towels to the bathrooms.
- Place a new shower curtain in the bathrooms.
- Add a fresh welcome mat to the front door.
- Use neutral bedding and plump pillows in all bedrooms.

Mount Forest Home Selling Checklist

Kevin Flaherty | 226-270-6433 | flaherty.ca

- Set the dining room table with simple, elegant place settings.
- Add a bowl of fresh fruit or a vase of flowers to the kitchen island.
- Ensure all window coverings are open to maximize natural light.
- Turn on all lights for photography and showings.
- Remove any area rugs that hide beautiful hardwood floors.
- Add a mirror to narrow hallways to make them feel larger.
- Ensure the temperature is comfortable (cool in summer, warm in winter).
- Play soft, neutral background music during open houses.
- Open all interior doors to improve flow.
- For historic homes, highlight original fireplaces and millwork.
- For rural properties, ensure views of the property are unobstructed.
- Create a 'showing basket' to quickly stash last-minute clutter.
- Secure all valuables, jewelry, and prescription medications.

Phase 7: Showing Readiness Checklist

Use this quick checklist right before a buyer arrives for a showing.

- Turn on all interior and exterior lights.
- Open all blinds and curtains.
- Empty all trash and recycling bins.
- Wipe down kitchen and bathroom counters.
- Ensure toilet seats are down.
- Sweep or vacuum high-traffic areas.
- Plump sofa pillows and fold throw blankets.
- Make all beds neatly.
- Hide pet bowls, toys, and litter boxes.
- Remove pets from the home during the showing.
- Stash any dirty laundry in a hamper.
- Ensure the home smells clean and neutral.
- Leave the home before the buyers arrive.

Next Steps

Preparing your home is just the beginning. The Flaherty Team uses Video Narrated VR Animated Online Showings to market your property to a massive audience, including GTA buyers looking to move to Wellington North. This technology ensures that when buyers do visit, they are already in love with your home.

Ready to find out what your Mount Forest home is worth? Visit flaherty.ca/homeeval to get started.