

The Complete Home Seller's Checklist **for Kitchener-Waterloo**

Every task in order, from six weeks before listing to the weeks after closing · Updated July 2026

1 Get the lay of the land

6-8 WEEKS BEFORE LISTING

- ☐ Get a professional opinion of value — a free CMA beats online estimates (mynextkwhome.com/sell/valuation)
- ☐ Read the current Waterloo Region market report so your price expectations match today's market
- ☐ Check your mortgage: discharge penalty, portability, and payout figure from your lender
- ☐ Gather documents: survey, deed, property tax bills, utility costs, rental contracts (water heater, softener), renovation permits
- ☐ Consider a pre-listing inspection — optional, but it surfaces surprises before a buyer's inspector does
- ☐ Selling a condo? Order a status certificate early — buyers will ask, and it takes up to 10 days
- ☐ Decide on timing — school calendars and possession dates drive KW's spring and early-fall peaks

2 Choose your representation

5-6 WEEKS BEFORE

- ☐ Interview at least two agents; ask each for a CMA and their marketing plan in writing
- ☐ Understand the listing agreement before signing: term, commission, holdover clause
- ☐ Ask what commission covers — photography, staging consult, floor plans, feature sheets
- ☐ Confirm how showings, offers, and communication will actually work day to day

3 Prepare the home

3-5 WEEKS BEFORE

- ☐ Declutter room by room — closets and the garage included; buyers open everything
- ☐ Handle the small repairs that read as neglect: dripping taps, chipped trim, burnt-out bulbs
- ☐ Deep clean or hire it out — it outperforms almost any renovation dollar-for-dollar
- ☐ Paint where it counts: scuffed high-traffic walls, bold colours back to neutral
- ☐ Stage the rooms that sell the home: living room, primary bedroom, kitchen
- ☐ Boost curb appeal — mowed lawn, swept walkway, clean front door; winter showings still judge the exterior

4 List it

LISTING WEEK

- ☐ Professional photography only — it is the first showing, and most buyers screen online
- ☐ Review listing copy for accuracy: taxes, fees, rental items, inclusions and exclusions
- ☐ Set the showing schedule and how much notice you need
- ☐ Plan for pets and kids during showings — empty houses show best
- ☐ Lock away valuables, medications, and personal documents

5 Showings and offers

WHILE ON MARKET

- ☐ Leave for every showing; buyers linger longer and speak honestly in an empty house
- ☐ Keep the home show-ready daily — beds made, counters clear, lights on
- ☐ Review feedback weekly with your agent and adjust (price, presentation, or patience)
- ☐ Weigh offers on price AND conditions, deposit, closing date — the highest number is not always the strongest
- ☐ Understand each condition (financing, inspection, sale of buyer's home) and its waiver timeline

ACCEPTED OFFER → CLOSING DAY

- ### 7 After closing

THE WEEKS THAT FOLLOW

- NOTES — QUESTIONS FOR YOUR AGENT, QUOTES, DATES

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