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REAL ESTATE

Hello!

Whether you're planning a move soon, thinking about it down the road, or just like to stay informed, this month's topic is for you.

The idea of putting your home on the market can bring a mix of excitement and hesitation. It's bittersweet; one chapter is closing, and another is about to begin. But when you're ready to sell, you know it. Before you take that listing live, there's one important question:

Is your home ready?

Taking a home to market without proper preparation can cost you time, money and unnecessary stress. The good news is that getting your home ready is often easier than you might think.

From strategic improvements to thoughtful staging, the right preparation can make all the difference in how fast your home sells and for how much. This month, let's break down what it takes to position your home for success.

Not planning to sell anytime soon but know someone who is? I'd be happy to help. If you're simply curious about what your home might need to be market-ready, feel free to reach out anytime.

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A well-prepared home attracts more buyers, sells faster and can even sell for more.



TIPS FOR STAGING YOUR HOME

Proper home staging could mean a quick sale and higher selling price if done right, and it's more than just tidying up and cleaning every room. Browse this list of resources to help you dazzle prospective buyers and increase your chances of a quick home sale.



Eliminate Clutter

Clear the clutter from around your home. It's easy to overlook things you see everyday, so try to look at all spaces with fresh eyes. Some items you can sell or donate, while you can give others a temporary home in a storage unit.



Set Up Your Space

Personal items should be removed or pared down. Focus on staging the rooms that are most important to buyers. You may be able to rent furniture and accessories. Don't forget to make a strong first impression by sprucing up your front yard and entryway.



Hire Help

It's okay if you aren't up to the task of a full home staging. Let me know if you'd like professional help staging your property before listing.



HOME INSPECTIONS FOR SELLERS

Home inspections are a vital part of the home-buying process, shedding light on a property's condition and whether it needs repairs. But sellers can benefit from them, too — particularly before listing.

If you're considering selling your home, a pre-listing inspection can:



Alert you to issues before going under contract.

Home inspectors are thorough, and they can highlight issues that might concern potential buyers. Then, you can repair those issues and get the property in better condition before opening it up for showings.



Inform pricing.

An inspector can help you better understand the condition of your whole home. With that knowledge, we can work together to set an accurate price for your home, and establish expectations for sales speed and marketability.



Prevent closing delays.

If issues crop up during the buyer's inspection, it can derail a sale. The seller may have to make repairs or reduce your price — and, in some cases, the buyer might even pull out entirely.



Keep in mind that inspections come with an upfront fee, and you'll be legally required to disclose any issues the inspector finds. However, we can discuss the inspection report to see how repairs could impact your home's market value.



DO YOU NEED TO UPDATE BEFORE SELLING?

If you're thinking about selling your current property, you're probably hoping to get the best price possible. Certain renovations can offer valuable returns.



A Fresh Paint Job

A new coat of paint is one of the most affordable renovations — and you can do it yourself. Remember that light, neutral colours can make it easier for buyers to picture themselves living there.



New Countertops and Light Fixtures

Want to make your home look new without undergoing a full renovation? Upgrading the countertops and light fixtures can work wonders.



Break-Even Renovations

Did you know the kitchen and bathrooms are the most important parts of the house? If your budget allows, consider a break-even renovation in these spaces to modernize them.



Market Trends

Before deciding which renovations to make, research the latest home design trends to help your house stand out to buyers online and in person.



Notable, Quotable, Quotes!

“

“You don't always need a plan. Sometimes you just need to breathe, trust, let go and see what happens.”

— Mandy Hale

“

“Attitude is the 'little' thing that makes a big difference.”

— Winston Churchill

“

“Owning a home is a keystone of wealth -- both financial affluence and emotional security.”

— Suze Orman



Thinking about refreshing your home or making a move in 2026? I'd love to help. *Let's talk!*

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