

Getting Your Home Ready For Sale

For Homeowners Who’ve Lived in Their Home for Many Years

Simple updates that make the biggest difference when it’s time to sell.

Preparing a home you’ve lived in for many years can feel overwhelming — but it doesn’t have to be. The key is to focus on what will make the biggest impact for buyers without taking on unnecessary projects.

Start early, take it step by step, and remember that small changes often go a long way.. Here are a few guiding tips:

- **Start with a walkthrough:** Note what feels dated, worn, or cluttered.
- **Prioritize essentials:** Cleanliness, fresh paint, and light repairs matter more than expensive renovations.
- **Think buyer’s first impression:** The goal is to make your home feel well cared for, bright, and move-in ready.
- **Set a realistic timeline:** Even simple updates take time, so plan ahead to reduce last-minute stress.

High ROI (Best Bang for Your Buck) ★★ ★

Update	Description	Est. Cost (GTA)	Timeline	ROI
Fresh Paint (Neutral Colours)	Instantly brightens rooms, hides years of wear, and appeals to more buyers.	\$3,000–\$6,000	3–7 days	100%+
Curb Appeal & Landscaping	Trim bushes, add mulch, refresh planters, paint front door, update hardware.	\$500–\$2,000	1–3 days	90–100%
Small Repairs (Fixtures, Leaks, Lights)	Tighten handles, fix drips, patch holes, replace bulbs, adjust doors.	\$200–\$800	1–3 days	80–100%
Deep Cleaning	Professionally clean kitchens, bathrooms, baseboards, carpets, and windows.	\$400–\$1,200	1–2 days	90–100%
Decluttering	Sort, donate, or remove excess furniture and personal items.	\$800–\$3,000	2–7 days	90–100%

Medium ROI (Worth It for Some Dated Homes) ★★

Update	Description	Est. Cost (GTA)	Timeline	ROI
Paint Deck or Fence	Freshens outdoor space and signals good upkeep.	\$500–\$2,000	2–4 days	70–80%
Bathroom Refresh	Replace vanity, mirror, lighting, and fixtures. Update caulking and grout.	\$2,000–\$6,000	1 week	70–80%
Kitchen Refresh (Not Full Reno)	Paint cabinets, add new hardware, lighting, and backsplash. Gives a dated kitchen a modern lift.	\$3,000–\$8,000	1–2 weeks	75–85%
New Flooring (Main Level or Entry)	Updated floors—especially hardwood or luxury vinyl—change the full look and feel.	\$5,000–\$10,000	1–2 weeks	70–90

Lower ROI (Higher Cost, Not Always Needed) ★

Update	Description	Est. Cost (GTA)	Timeline	ROI
Replacing Interior Doors or Trim	Creates a modern look but rarely a deciding factor.	\$2,000–\$5,000	1–2 weeks	40–60%
Full Bathroom Renovation	New tub/shower, tiles, vanity, lighting, and plumbing.	\$10,000–\$20,000	3–6 weeks	50–70%
Full Kitchen Renovation	Major updates to cabinets, counters, flooring, and layout. Often unnecessary before selling.	\$25,000–\$60,000+	4–8 weeks	50–70%
Finishing the Basement	Adds living space but doesn't always add equal value depending on the area.	\$25,000–\$50,000	6–10 weeks	50–60%
Full Home Renovation	Large-scale remodels before selling often take too long and rarely return their cost.	\$100,000+	2–4 months	30–50%