



Home Seller's Prep Checklist

For homes and acreages in Water Valley, Cochrane, Canmore and Mountain View County. Work through this list 4 to 8 weeks before you list.

1. Know your number

- Get a free valuation based on recent nearby sales: mcmillanrealestategroup.ca/home-value
- Ask for an estimate of your selling costs: commission, legal fees, mortgage discharge and adjustments.

2. Gather your documents

- Real Property Report with a current compliance stamp
- Permits for additions, suites, decks and outbuildings
- Recent utility, tax and insurance bills
- Acreages: the well driller's report, water test results, and septic pump-out and inspection records
- Condos and townhomes: bylaws, reserve fund study, recent minutes and fee details

3. Prepare the property

- Fix the small things buyers notice: drips, sticky doors, burnt-out bulbs, cracked caulking.
- Declutter, deep clean and depersonalize each room.
- Service the furnace, fireplace or wood stove, and the water system.
- Outside: tidy the yard, the shop and the approach. In winter, keep the driveway and paths clear.

4. Show it well

- Professional photos, a floor plan and video, including the shop, barn, views and land.
- For winter listings, have good summer photos of the yard ready.
- Leave the lights on and the house warm for showings.

5. Offers to possession

- Compare price, conditions, deposit and possession date, not just the top number.
- Keep your documents handy so conditions can be removed on time.
- Plan utilities, movers and keys for possession day.

Get your free home value at mcmillanrealestategroup.ca/home-value, or call or text Adam at 403-969-6991.

General information only, not legal, tax or financial advice.