

THE 10 COMMANDMENTS OF HOME SHOWING SUCCESS

TORONTO
REAL ESTATE EXPERT
Home Sellers
Guide Series

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FINDLAY REAL ESTATE

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Getting Started

Your home is on the market, now let's get your home show status-ready with these 10 practical commandments for sellers. From lighting and scent to decluttering and ambiance, here's how to make buyers fall in love and make an offer.

1. Don't Cook Right Before a Showing

Strong food scents linger and can turn off potential buyers. Avoid cooking meals with strong aromas such as fish, garlic, or spices before a showing. Open windows if necessary.

2. Keep Your Home Immaculate

A spotless home signals care and pride of ownership. Clean everything from baseboards to windows, ensuring every surface shines.

3. Declutter Every Room

Clear surfaces, closets, and counters to create an open, spacious feel. Minimalism helps buyers focus on the home's features, not personal belongings.

4. Turn On All Lights

Bright spaces feel warm and inviting, even on cloudy Toronto days. Open curtains and blinds, and turn on every light to enhance the home's appeal.

5. Keep Scents Subtle

Opt for fresh air, light citrus, or linen scents. Other good ideas are scent plug-ins or candles that may offer a welcoming feel and vibe.

6. Highlight Your Home's Best Features

Draw attention to what makes the property special—whether it’s a stunning view, a cozy fireplace, walk-in closet or abundant natural light.

7. Remove Pets and Their Belongings

Not all buyers are pet lovers. Take pets, litter boxes, food bowls, and toys out of sight to maintain a clean, neutral environment.

8. Set the Mood

Create a welcoming atmosphere with soft background music, fresh flowers, and warm lighting. Small touches can make a big emotional impact.

9. Maximize Curb Appeal

First impressions matter. Sweep walkways, tidy lawns, and add seasonal plants or flowers to make the exterior as inviting as the interior.

10. Leave During Showings

Allow buyers to explore freely and imagine themselves living in the space. Step out during showings to give them privacy and comfort.



Cleaning Checklist

Maximize on the sale of your home with this checklist

Weekly Until Home Sold

N°	ACTIVITIES	<input checked="" type="checkbox"/>
1	Dust / Vacuum all surfaces including shelves, furniture, blinds & window sills	<input type="checkbox"/>
2	Clean mirrors and glass surfaces using a glass cleaner	<input type="checkbox"/>
3	Vacuum carpets and area rugs	<input type="checkbox"/>
4	Sweep and mop hard floors	<input type="checkbox"/>
5	Clean and disinfect toilets, sinks, and showers	<input type="checkbox"/>
6	Scrub and disinfect kitchen countertops and sinks	<input type="checkbox"/>
7	Clean the kitchen appliances such as the stove, oven, fridge	<input type="checkbox"/>
8	Wipe down cabinets and drawers in the kitchen, bathroom	<input type="checkbox"/>
9	Wash all dishes in the sink	<input type="checkbox"/>
10	Sweep and tidy outdoor areas such as porches and patios	<input type="checkbox"/>
11	Wipe down baseboards and molding	<input type="checkbox"/>
12	Clean windows inside and out	<input type="checkbox"/>
13	Organize and declutter living spaces	<input type="checkbox"/>
14	Dust ceiling fans and light fixtures	<input type="checkbox"/>
15	Clean and disinfect pet areas	<input type="checkbox"/>