

A modern sunroom with large glass windows, a blue and white striped sectional sofa, and a large green plant. The room is bright and airy, with a white ceiling and a light-colored floor. The sofa is positioned in front of the windows, and a large green plant is on the left side. The text "Selling Checklist" is written in a large, white, cursive font across the center of the image.

# Selling Checklist

THE VALENCIA TEAM



*Samantha & David Valencia*

# Hey there,

We're The Valencia Team — a husband-and-wife real estate team, parents, and partners in life and business.

After 100+ transactions and building a top-performing team in Ontario, we've expanded into Florida to help families make the move with clarity and confidence.

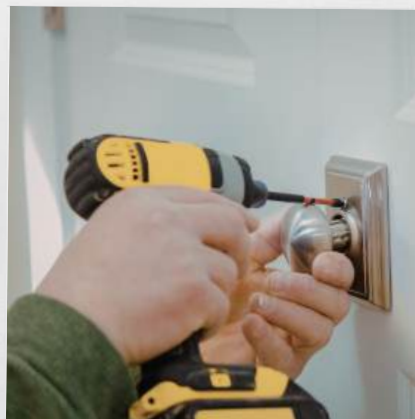
We're going through this transition ourselves while helping clients do the same — and one thing we've learned is that what you see online is only half the story.

This guide gives you a clear, honest look at what relocating to Sarasota actually involves so you can make informed decisions and avoid the common mistakes.

## TOP 3 AREAS TO FOCUS ON WHEN LISTING



*PACK AND DECLUTTER*



*REPAIR & FIX*



*CLEAN*

# Prepping for TOP *dollar* \$



**As TOP producing agents with over 100 successful transactions, we've had the opportunity to market and sell homes on both the buyer and seller side.**

That means we don't just guess what works — we know what buyers respond to. We've walked through countless homes with buyers. We've seen what creates excitement... and what quietly turns them away. This guide is built from that real, on-the-ground experience. It's not about spending thousands on major renovations.

It's about focusing on the right details — the ones that create emotional connection, increase perceived value, and ultimately drive stronger offers.

Inside, we'll walk you through the exact steps that help our clients:

- Attract more serious buyers
- Stand out in a competitive market
- Create a powerful first impression (online and in person)
- And position their home to achieve top dollar

Because when your home is prepared the right way, it doesn't just sell... it sells with impact.

The Valencia Team

# Our Sellers Prep Checklist

## STEP 1



Before anything else, this is where the transformation begins.

A clean, simplified home allows buyers to focus on the space, not the stuff.

When a home feels open, light, and easy to walk through, it immediately becomes more appealing. This step alone can dramatically change how your home is perceived.

### ☐ **Start with boxes**

- Grab bins or boxes and begin packing anything you don't use on a daily basis

### ☐ Go room by room

- Stay focused — complete one space at a time to avoid overwhelm

### ☐ **Use the 3-pile method**

- Sort everything into:
- Donate
- Garbage
- Pack

### ☐ **Remove excess items & furniture**

- Less is more , open space makes rooms feel bigger and more inviting

### ☐ **Depersonalize your home**

- Limit family photos and personal items so buyers can picture themselves living there

### ☐ **Clear all surfaces**

- Keep countertops, vanities, and tables clean and minimal

### ☐ **Avoid “hiding” clutter**

- Don't overfill closets, basements, or garages , buyers will look in every space

### ☐ **Remove junk immediately**

*Take garbage and donations out right away don't let it pile up*

# Our Sellers Prep Checklist

## STEP 2

**Refresh & Repair** This is where your home starts to feel well-maintained, updated, and move-in ready which is exactly what today's buyers are willing to pay more for. The goal here isn't a full renovation.

It's tackling the small details that make a big impact. These are the things buyers notice immediately, even if they don't realize it.

### ❑ **Caulk where needed**

- Fresh caulking around tubs, showers, sinks, and trim instantly makes spaces feel clean and well maintained

### ❑ **Re-grout tiled areas**

- Bathrooms and kitchens should feel crisp – worn or dark grout can make the entire space feel dated

### ❑ **Paint (high impact)**

- One of the biggest returns you can make
- Patch holes, cover scuffs, and stick to light neutral tones for a fresh, move-in ready feel

### ❑ **Touch up walls & trim**

- Fix chips, marks, and any visible wear to give your home a polished finish

### ❑ **Repair minor issues**

- Fix anything that feels unfinished or neglected
- Loose handles, squeaky doors, damaged trim, or small fixes buyers will notice

### ❑ **Update small hardware if needed**

- Simple changes like cabinet handles or light fixtures can instantly modernize a space

### ❑ **Check doors & hinges**

- Ensure doors open and close smoothly ,no sticking or squeaking

***Make it feel cared for*** These small details signal to buyers that the home has been well maintained and that matters when it comes to offers



# Our Sellers Prep Checklist

STEP 3

## Ask your agent for support

A professional deep clean can make all the difference

The Valencia Team often takes this step off your plate coordinating (and in many cases covering the expense) a professional clean so your home shows at its absolute best at showing stage

### ☐ **Deep clean top to bottom**

- Every room, every surface — nothing gets skipped

### ☐ **Focus on kitchens & bathrooms**

- These spaces matter most — they should feel spotless, fresh, and well cared for

### ☐ **Clean floors, baseboards & trim**

- These details elevate the entire home and make it feel truly clean

### ☐ **Wash windows & mirrors**

- Clean glass brings in more natural light and makes spaces feel brighter

### ☐ **Eliminate odours**

- Your home should smell clean and neutral avoid strong scents or air fresheners

### ☐ **Clean inside appliances**

- Oven, fridge, microwave, dishwasher buyers often check

### ☐ **Refresh linens & soft finishes**

- Clean towels, simple bedding, and minimal textures create a calm, inviting feel

### ☐ **Final wipe down before showings**

- Keep surfaces clean daily ,quick resets go a long way



# Ready to Take the Next Step?

Selling your home is more than just putting it on the market, it's about having the right strategy, guidance, and attention to detail from the very beginning.

If you're looking for agents who are detail oriented and takes the time to walk you through the ins and outs of the process, we would love the opportunity to work with you.

Our approach is hands on and personalized. We don't just list homes we position them to stand out, attract the right buyers, and ultimately achieve the best possible result.

*Samantha & David Valencia*

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## START WITH A FREE CONSULTATION

We offer free consultations where we'll walk through your home, provide honest recommendations, and create a clear plan tailored to your goals.

We also understand that every seller's situation is different, which is why we offer customizable listing packages designed to fit a range of compensation structures and budgets without compromising on quality or service.

If you're thinking about selling, let's connect.  
We'd be happy to guide you through your next move.

**SCHEDULE A CALL**