REAL LIVING · FREE CHECKLIST

Getting Your Edmonton Home Ready to Sell: The Pre-Listing Checklist

Everything to do in the six weeks before your home goes on the market

This is the list I walk my own sellers through, in the order it needs doing. It's written for Edmonton, so it includes the Real Property Report, the paperwork Alberta lawyers ask for, and what to do differently when you're listing in the middle of winter.

Know your numbers 6 WEEKS OUT

Before you spend a dollar on paint, know what you'll walk away with. Everything else follows from it.

- [ ] **Get a realistic price from recent sales**
  Comparable homes that sold near you in the last six months, not your assessment or an online estimate. Ask me for a free evaluation.
- [ ] **Ask your lender for a written payout statement**
  It shows interest to the payout date, the discharge fee and any prepayment penalty. If you're mid-term, ask whether you can port the mortgage instead.
- [ ] **Work out your net**
  Sale price, minus commission plus GST, legal fees, mortgage payout, RPR and moving. The seller closing costs worksheet walks through it.
- [ ] **Decide your timing if you're buying too**
  Buying first risks carrying two homes; selling first risks having nowhere to go. Decide which risk you can afford before you list.
- [ ] **Check everyone on title can sign**
  All registered owners need to sign the listing and the sale. If someone is overseas, has passed away or is separating, call a lawyer now, not at offer time.

Paperwork Alberta buyers expect 5–6 WEEKS OUT

- [ ] **Find or order your Real Property Report** ALBERTA
  The standard Alberta purchase contract asks the seller for a current RPR with City of Edmonton compliance. If yours is old, or you've added a deck, garage, shed or fence since, order a new one now. Surveyors can take weeks.
- [ ] **Gather permits for any renovations**
  Basement development, decks, garages, electrical and plumbing work. Missing permits are a common reason deals wobble after inspection.
- [ ] **Pull together the house file**
  Your latest property tax notice, 12 months of utility bills, appliance and furnace warranties, and receipts for the roof, windows and hot water tank.
- [ ] **Condo owners: request your condo documents** CONDO
  Bylaws, the reserve fund study and plan, the last two years of financial statements and minutes, the budget and the insurance certificate. See the condo document checklist.

- [ ] **List anything a buyer should know**
  Past water in the basement, a foundation repair, an old insurance claim. In Alberta you must not hide material latent defects you know about. Telling me early lets us handle it on your terms.
- [ ] **Have photo ID ready**
  Your REALTOR® is required to verify the identity of every seller under federal anti-money-laundering rules.

Repairs worth doing 4-5 WEEKS OUT

Fix what an inspector will flag and what a buyer will notice in the first minute. Skip the big renovation.

- [ ] **Service the furnace and keep the receipt**
  Buyers and inspectors ask. Replace the filter and check the humidifier while you're there.
- [ ] **Note the age of the hot water tank, furnace and roof**
  If any are near the end of their life, we'll price for it rather than be surprised by it.
- [ ] **Fix the small things**
  Dripping taps, running toilets, sticking doors, loose handles, burnt-out bulbs, cracked outlet covers, tired caulking in tubs and showers.
- [ ] **Test the sump pump and check the grading**
  Water should drain away from the foundation. Extend downspouts if needed.
- [ ] **Know your plumbing and wiring**
  Poly-B pipe, aluminum wiring or an old buried oil tank can affect a buyer's insurance. If you have them, tell me now so we can plan the answer.
- [ ] **Consider a pre-listing inspection**
  Worth it on older homes. See which pre-inspection fixes add value.

Declutter, clean and stage 2-4 WEEKS OUT

- [ ] **Start packing now**
  Out-of-season clothes, extra furniture, collections and most family photos. Aim for closets about two-thirds full.
- [ ] **Clear every counter**
  Kitchen and bathrooms especially. Keep one or two items, not twelve.
- [ ] **Deep clean, top to bottom**
  Windows, baseboards, light fixtures, grout, oven and fridge. Have the carpets cleaned.
- [ ] **Touch up or repaint in light neutrals**
  Scuffed walls and bold colours photograph badly. Paint is the cheapest return in the house.
- [ ] **Match your light bulbs**
  One colour temperature per room, and every bulb working. It makes a bigger difference in photos than people expect.
- [ ] **Show every space**
  Clean out the garage, the furnace room and the storage room. Buyers open every door.
- [ ] **Deal with smells**
  Pets, smoking and cooking. Fresh air and cleaning beat air fresheners.

Outside and curb appeal 1-2 WEEKS OUT

- [ ] **Make the front door look cared for**
  Clean or paint it, replace a worn mat, and make sure the house number is easy to read.

- [ ] **Summer: cut, edge and weed**
  Fresh mulch, trimmed shrubs, a swept deck and clean windows.
- [ ] **Winter: clear and salt every path** WINTER
  Front walk, driveway, back deck steps and the path to the garage. Knock down icicles over the door, and keep the porch light on from 4 pm.
- [ ] **Clean the gutters and check the roof line**
  Missing shingles or a sagging eavestrough show up in listing photos.

Before every showing 15 MINUTES

- [ ] **Every light on, every blind open**
  Even in the daytime.
- [ ] **Set the thermostat to 21°C**
  A cold house in January feels like a house with a problem.
- [ ] **Put boots and coats away, put a dry mat down** WINTER
  Leave a boot tray or shoe covers by the door for buyers.
- [ ] **Lock away valuables, mail and prescriptions**
- [ ] **Leave, and take the pets**
  Buyers need to picture themselves living there, and they can't do that with you in the kitchen.

Listing in winter? The median Edmonton house took 41 days to sell in December 2025 and 47 in January 2026, against about 21 in spring. Plan on a few extra weeks and price for the season.
Read more: selling a house in winter in Edmonton.

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Notes

Thinking about selling? Get a free, no-obligation home evaluation.

Ryan McCann, REALTOR® · Get a free home evaluation

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