

The Property Seller Preparation Checklist

A practical GTA real estate resource · October 2026

1 / Understand the decision

- Identify your target timeline and whether you need to buy another property.
- Ask a real estate professional for comparable sold-property evidence; distinguish asking prices from completed sales.
- Request a written estimate of likely net proceeds after costs and mortgage payout.

2 / Gather property information

- Locate ownership documents, survey (if available), tax records, permits and renovation receipts.
- For a condominium, ask about the status certificate and related records.
- Disclose material facts as required; obtain legal guidance where uncertain.

3 / Prepare the property

- Address safety issues and obvious maintenance items before cosmetic work.
- Clean, declutter and improve lighting; prioritize repairs by expected value rather than appearance alone.
- Review photography, showing access, privacy and security arrangements.

4 / Review selling costs and terms

- Consider brokerage compensation, legal costs, mortgage discharge or penalties, moving and possible tax implications.
- Understand listing terms, marketing permissions, offers, conditions and closing dates.
- Confirm any agreements and brokerage disclosures before engaging regulated services.

Educational information only. Figures, lender requirements and legal rules can change. Confirm decisions with qualified professionals. This guide is not a representation agreement or personalized advice.