



# 11 CRUCIAL THINGS YOU MUST DO to sell your house well



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Not just a **REALTOR®** — your full downsizing team.



stress-free **DOWNSIZING** starts here, with me and my team!



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FROM THE DESK OF

Anette  
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Realtor

Welcome! You're in the Right Place.

I'm Anette with Downsizing in Bay of Quinte and Exit Realty, and I want to start by saying: you've already taken a huge step just by picking up this guide. Preparing to downsize — whether you're moving into a smaller home, a retirement community, or just simplifying your lifestyle — can be emotional, overwhelming, and full of “where do I even start?” moments.

That's exactly why I created this checklist.

This is more than just a to-do list — it's a step-by-step strategy built to guide you through the practical and emotional parts of getting your home ready for sale. Fall is one of the most beautiful times to list a home, but it's also a time when buyers are serious — and they're looking for homes that are clean, move-in ready, and thoughtfully presented.

Each of the 11 steps in this guide is based on real-life downsizing journeys I've helped clients navigate. You'll find tips that go beyond just packing boxes — from knowing what buyers really notice, to managing timelines, emotions, and everything in between.

Take it one step at a time. And remember — you don't have to do it all alone. If you ever want to talk through your options or just ask questions, I'm here.

Let's make your move stress-free and successful..

Warm regards,

Anette Targowski  
Realtor



## **1. START DECLUTTERING — EARLY AND HONESTLY**

**Don't wait until a week before listing to start sorting your stuff. Begin 2-3 months in advance and be honest with yourself: Do I use this? Do I love this? Would I buy this again? But first — start with garbage. Toss what's broken, expired, or no longer useful before worrying about donations or selling anything.**

## **2. REFRESH AND REPAIR WHAT BUYERS WILL NOTICE**

**Small flaws can send the wrong message. Fix cracks in walls, moldy caulking, leaky faucets, scuffed doors, and dirty windows. Buyers notice the little things, and those details can influence their perception of your home's value and upkeep.**

### 3. CREATE A CLEAR TIMELINE — AND STICK TO IT

Downsizing without a plan often leads to stress and missed opportunities. Map out your tasks week-by-week leading to your ideal listing date. If you'd like a free printable downsizing checklist built on a timeline, scan the QR code



### 4. DEFINE WHAT YOU'LL KEEP, SELL, DONATE, OR STORE

Once the garbage is out, make firm decisions about everything else. Categorize belongings clearly to avoid delays and make space for staging. Avoid keeping items 'just in case' — be intentional about what moves with you into your next chapter.

### 5. DEPERSONALIZE YOUR HOME FOR BUYERS

Make your home feel like a clean slate. Remove excess personal photos, collections, and bold decor. Keep things neutral, tidy, and warm — so buyers can envision themselves living there. A well-placed throw or vase says more than a wall full of family pictures.

## 6. MAXIMIZE NATURAL LIGHT AND CLEAN EVERY INCH

Natural light sells. Clean windows, remove heavy curtains, and brighten dark corners with higher-watt bulbs. Deep clean from top to bottom — including baseboards, appliances, and behind furniture. Buyers associate cleanliness with care.



## 7. FOCUS ON CURB APPEAL — EVEN IN FALL

Your home's exterior is the first impression. Rake leaves, trim shrubs, touch up paint, and add neutral seasonal touches like mums or a clean doormat. A fresh, tidy entrance invites buyers inside — and sets the tone for what's to come.

## 8. GATHER AND ORGANIZE IMPORTANT DOCUMENTS

Have documents ready before buyers ask. Collect warranties, renovation receipts, permits, utility bills, and surveys. It shows you're a responsible seller and builds buyer confidence.

## 9. PRE-PACK SEASONAL AND NON-ESSENTIAL ITEMS

Begin boxing up anything you don't use daily — off-season clothes, books, extra kitchen items, and personal collections. Label clearly and store neatly. This helps stage your home more effectively and makes your future move easier.





## **10. DECIDE ON TEMPORARY LIVING OPTIONS (IF NEEDED)**

**If your home sells quickly, you may need a short-term plan. Whether that's staying with family, booking a short-term rental, or moving early to your next place, it helps to know your options now rather than scramble later.**

## **11. CONSULT A DOWNSIZING-SAVVY REALTOR EARLY**

**Working with a realtor experienced in downsizing ensures you get strategic advice from day one — not just when the sign goes up. From what updates actually matter, to managing timelines, staging, and services — early guidance makes a big difference.**

👉 You Don't Have To Do This Alone.

Downsizing is a big step — and it can feel overwhelming. But the truth is, you don't have to figure it all out by yourself.

My team and I specialize in helping people just like you navigate this process from start to finish.

Whether it's decluttering, repairs, staging, selling, or just knowing where to begin — we're here to take the weight off your shoulders so you can focus on what's next, not everything that has to happen first.

Let's make your move smoother, simpler, and stress-free — together.

📞 Call or text me anytime: 705-957-4177

🌐 Visit: [downsizinginbayofquinte.com](https://downsizinginbayofquinte.com)

📺 Follow along for tips, encouragement & resources — and reach out when you're ready. I'd love to be your realtor of choice.

Warm regards,

♥️  
*Anette*

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