

Tips for Selling your Home

A clean and shiny, pleasant smelling home will show Buyers a **well kept** home in **move in** condition.

The following are items that should be addressed by any homeowner preparing their home for sale:

- Remember, you are appealing to a Buyer's senses when you are selling your home. Ask yourself, does my home look, smell, sound (no pings or pangs) and feel appealing? If you can answer this question with a **YES**, then you are ready to sell!
- Try to view your home objectively, as if you are seeing it for the first time.
- Have a home inspection completed by a reputable Home Inspector to eliminate any surprises at offer time.
- The ultimate goal is to sell your home in a short time for the largest dollar amount the market will allow.

When you are getting ready to sell your home, it is the perfect time to start packing items not used on a daily basis. Not only does this reduce clutter in your home, but you have the added advantage of starting the moving process, by beginning the tedious job of packing.

A few areas inside your home to prepare your home for sale:

- Wash windows, floors, baseboards and walls.
- Vacuum carpets.
- Update your decor by painting walls in neutral colours. Wild colours are overwhelming for most buyers.
- Keep all bathrooms neat and tidy.
- Caulk around bathtubs and windows.
- Kitchen counters and appliances should be clean and tidy.
- Keep refrigerator clear of photos, magnets and personal items.
- Tidy all bedrooms and closets. Make beds. Keep laundry in hampers and not on floors. Keep clean clothes hung in closet or in dresser drawers. Children's toys stored in bins, not on the floor.
- Be sure Buyers can walk around your home unencumbered by items on the floor, for example, children's toys and clothing.

Add curb appeal to the exterior of your home. First impressions are important. Entice Buyers to 'take a closer look'. The exterior of your home should be visually more appealing than the competition.

- Wash all windows, screens, doors.
- Repair or replace shingles on the roof.
- Secure all downspouts. Clean eavestroughs.
- With winter on the way, be sure to clear driveway, walkways, decks and patios of snow.
- Repaint any areas requiring new paint.
- Repair fences, sheds, outdoor structures.
- Landscaping adds visual appeal to the exterior of your home. Add potted plants, bushes, perennial gardens.