

Top 10 Tips on Selling your Home



1. Put yourself into the buyers shoes.

Making a list of your home's positive features and deciding how to enhance them is a good start.

2. Clean up the outside. The front entry is the first impression of your home. Keep the grass cut, windows clean and attractive landscaping is extremely helpful. In winter, maintain the walkways. A fresh coat of paint on the door and clean doormat can help create an inviting "first impression". Think curb appeal.

3. Touch up the interior. Fresh coats of paint and repairing minor infractions, make a world of difference. Anything obviously broken gives potential buyer a reason to give a lower offer. Watch where the eye goes, if it is drawn to a chipped corner, cracked wall or fixture, **FIX IT!**

4. Declutter! This is an absolute **MUST**. Buyers want to be able to envision themselves and their belongings in the home. Removing personal items as well as decluttering all rooms (including closets and basement) makes a huge impact. It also makes the rooms feel larger and more accommodating.

5. Cleanliness. Your home must be clean before selling – that includes walls, carpets, bathrooms, everywhere. It gives the impression that the house has been well cared for.

6. Neutralizing. Neutral paint and décor creates a home for any lifestyle. This helps buyers see themselves living in that space.

7. Special touches. Fresh flowers and inviting aroma makes potential buyers feel welcome.

8. Research! Find out what similar homes in your neighbourhood are selling for. Also, estimate your cost to sell your home (advertising, agent, and other fees, home decor, flowers and repairs, painting, window clean service, moving expenses).

9. Find a good agent. Talk to friends and family to find out their experiences with real estate agents. Try to get references. You can also sell your home privately but make sure you know the policies and procedures before going this route.

10. Finally, be patient!