

HELPFUL TIPS

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MORTGAGE SPECIALIST

AS YOUR CLOSING DATE APPROACHES YOU MAY BE THINKING OF PUTTING YOUR HOUSE UP FOR SALE. Here are some tips that all homeowners should consider.



When getting your home ready to sell, you need to look at your house in a new way. Think of your house as a product about to go on the market where it is probably competing with other brand new houses. It needs to show well—which means well kept and clutter free.

Fix It First

If you need to make improvements to your home, do the work before it goes on the market. Even if fix-up work is underway, buyers may not be able to visualize what your home will look like when the work is finished. They will just remember it being in a state of disrepair.

Professional Inspection, Yes or No?

A serious buyer may want to have a professional home inspector check your house from top to bottom before making an offer. An inspection before putting your home on the market is a good idea. It is your best way of finding and taking care of serious deficiencies before an inspector hired by a potential buyer discovers them.

Let's Begin Outside

Check Your House's Curb Appeal

How does your house look from the street? That is where prospective buyers will be when they first see your home; and that is where they will form that all-important first impression. Stand at the curb in front of your house and note what you see. When you have completed the curb appeal inspection, carefully check the rest of your home's exterior.

Now, Let's Go Indoors

A prospective buyer will usually enter through your front door; so, that is where you should begin your interior inspection. You want your buyer to see a neat, clean, well-lit interior. Ensure that carpets are clean, and floors are scrubbed and polished; and that walls and trim show fresh paint (preferably in neutral or light colours). Get clutter out of sight - if you have considerable family memorabilia about, consider thinning it out. Your objective is to help potential buyers feel as if they could live in your home. That mental leap becomes more difficult for them if your house resembles a shrine to you and your family.

Living Room, Halls, Family Room, Den, Bedrooms

Keep furniture to a minimum so these rooms do not appear smaller than they are. Ensure that traffic can flow in or through these rooms unimpeded. If they contain bookshelves or cabinets overflowing with books, magazines and knick-knacks, remove some of these items. Ensure bedroom closets look spacious, organized and uncluttered. Create space by getting rid of old clothes and junk.

When It's Showtime!

You have inspected your house and taken care of problems. Now you are ready for showings. You will need a plan of action that assigns duties to each family member so the place can quickly be whipped into shape.

- Open all drapes, blinds, etc. and turn on lights to make the house bright.
- Air out the house to get rid of cooking, pet odours, etc.
- Have fresh flowers in view.
- Pick up clutter, and empty garbage.
- Make sure everything is spotless.
- Set your thermostat at a comfortable level.
- Remove pets from the house or put them outside.
- In poor weather, provide a place for boots, overshoes and umbrellas.
- Display photos of house in summer to show landscaping if selling in winter months.
- Leave out heating and hydro bills.
- For those on a septic system and/or well, leave out inspection and maintenance information.
- Remember to remove or lock away valuables such as jewellery, coins, currency, cameras and compact discs.
- If you have an agent, leave when the house is being shown. If you are selling it yourself, you need to strike a balance between being helpful and crowding the buyer.

For any additional questions about your home financing contact:

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