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PREPARING YOUR HOME FOR SALE

Are you thinking of selling your home? Before your Realtor begins showing your home, you will want to make sure it's in tip-top condition. An attractive, well-kept home generally has a better chance of selling a little faster. Minor exterior and interior improvements can add value to your home and need not require a large renovation bill. Think back to what first attracted you to your home; now determine how best to highlight and improve your home's best features. Here are a few ideas to help you perk-up your home's appearance. Consult with your Realtor to see what types of improvements make the most sense.

Start with the outside: an inviting exterior ensures that potential buyers will inspect the interior.

- Keep lawns and gardens well maintained;
- Ensure garage and porch areas are free of clutter and refuse;
- Repair loose siding or pavement;
- Replace any damaged roof shingles, eaves troughs or cracked windows;
- Wash windows, gutters, mailbox and doors;
- Secure loose shutters or awnings.

The inside story: you can do a lot to improve the inside of your home without spending a great deal of money. Two primary areas to keep in mind are the kitchen and bathroom.

- Ensure kitchen and bathrooms are sparkling clean;
- Repair dripping facets and showerheads;
- Steam clean or replace carpets if necessary;
- Thoroughly clean every room in the house, removing all clutter;
- Repaint dingy walls or kitchen cabinets with a neutral colour;
- Replace worn or outdated countertops and cracked light-switch plates.
- Remove any items (like chandeliers) that won't be included in the sale of the home.

Remember, the more effort put into the initial clean up, the easier it will be to keep your home looking its best for visits from your Realtor with prospective buyers. As well, keep in mind that rooms that are too cluttered will give the impression that they're much smaller than their true size. Try to create a feeling of spaciousness when conducting your spruce-up.

Pre-showing checklist

- As a courtesy to buyers, leave the house while the Realtor is conducting a showing;
- Keep pets out of the way – preferably out of your house during the showing;
- Ensure that every room is tidy, well aired and adequately lit;
- Put away Don't keep money, jewellery and small valuables in plain sight during a showing;
- Open drapes to maximize natural light;
- Keep all stairways and hallways clear;
- Use finishing touches like fresh flowers and candles.

Ask your Realtor for his or her checklist to better prepare you for a showing or an open house. By following these relatively simple tips, you'll feel proud of your home and potential purchasers are sure to appreciate its beauty.

Source: Realtylink Inprint Article

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