

PREPARING YOUR PROPERTY FOR SALE

First impressions count!

With a small investment in time and money, we can give your property an edge over other listings in the area, when the time comes to show it to prospective buyers. Here are some suggestions that will help you to get top market value:

The First Impression

- clean & tidy entrance
- ensure doorbell is functional
- polish door hardware
- welcome mats clean & inviting

The Spacious Look

- clean stairs & halls
- store excess furniture
- make closets neat & tidy
- store bookshelves, games/toys neatly
- organize countertops free of clutter

Curb Appeal

- mow lawns
- trim shrubs
- weed & edge gardens
- pick up any litter
- clear walk & driveway of leaves / snow
- touch up exterior paint
- ensure eaves & downspouts are clean, and in good repair
- ensure gates open & close properly
- ensure fence is in good condition

Spic and Span

- shampoo carpets
- vacuum & wash floors
- clean washer & dryer
- clean fridge & stove (inside & out)
- clean & freshen bathroom
- clean out light fixtures
- every surface sparkling clean

The Buying Atmosphere

- be absent during showings
- turn on all lights
- light fireplace
- open drapes in the daytime
- play quiet background music
- remove pets from the home
- put away bills, letters, etc.

General Maintenance

- oil squeaky doors
- tighten doorknobs
- replace burnt out lights
- clean & repair windows
- touch up chipped paint
- repair cracked plaster
- repair leaking taps & toilets

Also, there are great ideas on YouTube. Enter "Coldwell Banker" and watch:

- "Tips for Staging your Home"
- "Top 10 Home Repair Tips"
- "How to Make Moving Fun"

TIPS FOR A QUICK HOME SALE

1. **Disassociate yourself with your home** – Say to yourself “this is not my home; it is a house – a product to be sold”. Make the mental decision to “let go” of your emotions and focus on the fact that soon this house will no longer be yours. Picture yourself handing over the keys. Don’t look backwards – look toward the future.

2. **De-Personalize** – Pack up those personal photographs and family heirlooms. Buyers can get distracted looking at your personal artefacts. You want buyers to imagine their own photos on the walls, and saying “I can see myself living here”.

3. **De-Clutter** – Remove anything that may impede potential buyers from viewing the home. Consider this: if you haven’t used it in over a year, you probably don’t need it.
 - If you don’t need it, why not donate it or throw it away?
 - Pack up knickknacks
 - Clean off the kitchen countersPeople can understand boxes neatly stacked up against a wall, they can’t understand clutter.

4. **Rearrange Closets & Cabinets** – Buyers will likely check out the closets and kitchen cupboards. How impressive it is if they find neatly stacked dishes, shoes lined up, etc.

5. **Remove & Replace Favourite Items** – If you want to take window coverings, shelves, or fixtures with you, remove them now. If a buyer never sees it, they won’t want it. Pack up those items, and replace them, if necessary.

6. **Furniture** – Almost every house shows better with less furniture. Remove extra furniture that block paths or hallways and put them in storage. Remove extra leaves from your dining room table to make the room appear larger.