

## Selling tips

- Put yourself in the buyer's shoes. Making a list of your home's positive features and deciding how to enhance them is a good start.
  - Clean up the outside. The front entry is the first impression of your house.
  - Touch up the interior. Fresh coats of paint and repairing minor infractions make a world of different.
  - Declutter. This is an absolute MUST.
  - Cleanliness. Your home must be clean before selling.
  - Neutralizing. Neutral paint and decor creates a home for any lifestyle.
  - Special touches. Fresh flowers and an inviting aroma makes potential buyers welcome.
  - Research. Find out what similar homes in the neighbourhood are selling for.
- Find a good agent. Talk to friends and family to find out their experiences with real estate agents.

Jennifer Perry-Lupenette is shown in the garden at her Belleville-area home. She has started a business, Fini Home Staging & Decorating.

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Fini Home Staging & Decorating