

# Get your house ready to sell

## It all starts with curb appeal

If you're thinking about putting your home on the market, you need to do everything you can to make sure it's a perfect 10 before the For Sale sign goes up.

Today's homebuyers are busy people who are rarely interested in spending time or money to carry out major repairs or improvements when they move in. To help you get the best price and sell your home as fast as possible, Canada Mortgage and Housing Corporation (CMHC) has a number of tips on how you can get your house ready to sell:

- First, stop thinking of your house as the home you love and start thinking about it as a product that's about to enter a highly competitive market. Prospective homebuyers aren't looking to buy your home, they are looking for a place they can call their own. So take a long, objective look at your home's strengths and flaws, and identify any areas where a little effort or elbow grease could make a big difference.

- A good place to start is with your home's curb appeal. The curb is where buyers make their first impressions, so make sure that impression is a good one. Remove any clutter from your yard. Repair cracked or uneven driveways and walkways. Make sure your lawn and flowerbeds are healthy and well tended. Also, ensure your windows, walls and doors are clean and freshly painted.

- Next, check the roof, chimney and exterior walls. If any repairs are required, carry them out yourself or hire a qualified contractor to do the work for you.

- Inside, make sure potential buyers are greeted with a clean, clutter-free and well-lit interior, preferably with a fresh coat of paint on

the walls and trim. Eliminate any unpleasant odours, and make sure all the lights are on and that doors and windows open and shut properly.

- In the kitchen and bathrooms, thoroughly clean all appliances, sinks, tubs and toilets, and give fixtures a good shine. Repair leaks and drips, and clean the cabinets, mirrors, light switch plates and cupboard handles.

- In the living room, family room, bedrooms and den, keep furniture and family memorabilia to a minimum. This will help potential buyers to imagine their own belongings in the space, while also ensuring an easy flow of traffic through each room.

- Make sure your foundation and basement are structurally sound and free of cracks or water leaks. If you use the basement as storage, try to clear it of as much clutter as possible, or at least organize as best you can.

- In the garage, carport or shed, get rid of any broken, useless or discarded items. If there are oil stains on the floor, try removing them with a strong cleaner.

- Last but not least, if you have an agent, the best thing you can do to help them make the sale is to leave when the home is being shown. This will help prospective buyers imagine the house as their home— not yours.

For more information or a free copy of the *About Your House* fact sheet, *Getting Your Home Ready to Sell*, or other fact sheets on buying, maintaining or renovating your home, ask CMHC at 1-800-668-2642 or visit [www.cmhc.ca](http://www.cmhc.ca). For more than 60 years, CMHC has been Canada's national housing agency, and a source of objective, reliable housing expertise.

**NEW**

**\$289,000**

### Be Nature's Neighbour

Enjoy the seasons from this 2 storey all brick home offering 3 + 1 bedrooms, 4 bathrooms, main floor laundry, living room with fireplace, and modern kitchen with walk-out to large deck. Lower level is walk-out to private treed yard. This property is located on a quiet court and is nicely landscaped with lots of mature trees. Great for bird watching. Call Carol\* or Tony Walraven\* to view.

**\$489,000**

### This Quality Custom-Built 2200 Sq. Ft. All Brick Bungalow

sits on a 1/2 acre estate lot in Norval. The home is open concept & features a grand foyer, a gracious combined living/dining room, main floor laundry, 3 plus 1 bedrooms and 3 bathrooms. The large eat-in kitchen is combined with family room & features loads of oak cupboards, walk-out to yard, entrance to garage & fireplace. The master bedroom has a walk-in closet and ensuite bath with separate shower & jacuzzi tub. The lower level is finished with 4th bedroom, rec. room with fireplace & games room. Extras include: 200 amp service, CAC, 5 year new roof, garden shed, oversized double car garage & garden shed.

**NEW PRICE**

**\$449,000**

### Charm, Location and Convenience Are Just A Few of the Attributes

of this beautifully planned 2904 sq ft 4 bdrm, 3 bthrm home in South Georgetown. The huge eat-in kitchen is adjacent to the mn fl fam rm & provides a cheerful centre for everyday family living. A gracious living & dining rm offer plenty of space for entertaining. Manicured gardens with interlocking brick patio & walkways are enclosed by cedar fencing. Dble car garage with paved driveway. Close to schools, shopping & recreation.

## THOUGHT FOR THE DAY

Natural Selection: to take the biggest piece

### CAROL \*\* & TONY\* WALRAVEN

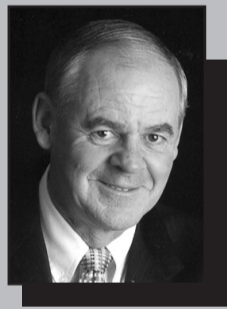
\*\* Associate Broker \*Sales Representatives

**905-877-5211**

[www.walraventeam.com](http://www.walraventeam.com)

**RE/MAX REAL ESTATE CENTRE**

Carol & Tony Support  
The Children's  
Miracle Network



**Rod\***



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Res. 877-7303 Erin 833-9714

## Johnson Associates

HALTON LTD., BROKERAGE

### The Presswood Team

\*Sales Representatives

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**PERFORMANCE COUNTS!**



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**Dinah\***

**\$799,900**



### LONG VIEWS OF TORONTO SKYLINE

2 acres in estate subdivision. 5 minutes to Georgetown & 'GO', Acton, 15 min. to 401. Gorgeous custom built home by Freestone Design with walkout basement, brick exterior w/stone front, hardwood, ceramics, S/S B/I appliances, 6 pc. ensuite, skylights, great room, O/S triple car garage. And so much more. \$799,900. Call Rod\* or Dinah\* for exclusive viewing. 05-475-30



### GRACIOUS CENTURY STONE HOME

In mature area within minutes walk to the GO train. 4 spacious bedrooms, formal living & dining rooms, new gas FP, 1990 addition with indoor pool, hot tub, new hi eff. furnace, roof

recently shingled, 3 pc. ensuite, original hardwood, deep baseboards. \$474,900. Call Rod\* or Dinah\*.



Not exactly as shown

### HOME TO BE BUILT

on 2 acre estate subdivision with long views. 2600 sq. ft. brick bungalow of quality construction by Freestone Design Builder. Possible walkout basement. 9 foot ceilings, hardwood, ceramics, FP. Triple oversized garage. \$815,000. Call Rod\* or Dinah\*. 05-105-31



### LOCATION, LOCATION!!

Backing on North Halton Golf Course on a fabulous ravine lot. This home has 3 spacious bedrooms, all new windows throughout, new exterior doors, new flooring in foyer, kitchen & bath, new broadloom in family room, new gas furnace 02/06, strip hardwood in living room. Freshly painted throughout. \$449,000. Call Rod\* or Dinah\*.



### PROFESSIONAL SPACE FOR LEASE

1080 sq. ft. in much sought after location, already set-up as doctor's office with 4 sep. offices, reception & waiting area. Excellent building

with other professionals. Wheelchair accessible. \$2117.80 per month. Call Rod\* or Dinah\*. 06-106-30



**\$359,000**

### STUNNING VIEWS

Build your dream home on this gorgeous 2 acre lot in estate subdivision. This is the last lot available. This lot lends itself to a walkout basement. \$359,000. Call Rod\* or Dinah\* for more details. 05-747-VL

**OFFICE SPACE AVAILABLE**

~ 500 Sq. ft. and up. Call Rod\* or Dinah\*.

~ 1080 sq. ft. professional space - already setup as Dr's. office. \$2117.80 per month.