

Use Step-by-Step Approach to Selling Your Home

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Are you thinking of selling your home once the warm weather sets in? The spring and summer months are popular times of the year to sell, so if you're pondering this route, be sure to plan your sale thoroughly so you won't be faced with any unpleasant surprises down the road.

Selling your home is a major event that requires an organized, step-by-step approach allowing you to anticipate all possible circumstances — particularly if you plan to purchase another home and make your purchase conditional on the sale of your present home.

One of the first things your Realtor will ask when listing your home is "why are you selling?" So it's a good idea to identify your reasons for selling ahead of time and prioritize your needs accordingly. If you have to relocate, for instance, you should realize that you probably won't be able to take your time with the sale. In fact, you may even have to adjust your price somewhat.

Improvements

If you haven't made many improvements or changes over the years don't attempt to take on any major projects just to sell. This can be a cost-

ly, lengthy procedure and there are no guarantees that you'll be able to recover all of your costs.

Instead, see what types of minor cosmetic improvements can be made, such as painting, floor refinishing and so on. These projects don't require a great deal of capital and improve your home's visual appeal. Your Realtor can suggest what improvements make sense.

You should also make a list of all your home maintenance and operating costs, so you can give your Realtor all the pertinent information he or she needs to list your home. It's also a good idea to gather your mortgage documents, tax bills and property survey together and keep all of this information together in a file for quick reference.

Choosing a Realtor

When choosing a Realtor, try to pick someone who specializes in your local area, if at all possible. Ask your neighbours and friends to recommend someone. Try to interview two or three Realtors and ask for credentials and a portfolio containing proof of trading, along with the names of former clients.

During these interviews, you will ask the Realtors to give you a market evaluation of your property; this will give you an indication of the price range your home should be in.

One of your Realtor's prime tasks is arriving at an accurate estimate of value for your home. It involves analysing your home and comparing it to other, similar houses for sale or those that have recently sold. This process may also include a broader market survey, using sales statistics available only to Realtors.

Don't Be Swayed Solely By Price

When making your decision on hiring a Realtor, don't be swayed solely by his or her suggested price range for your home. Make sure you choose someone you trust to do a good job selling your home, and remember to be realistic in your expectations. If your home is overpriced, it will take much longer to sell.

Once you have decided on a Realtor, he or she will draw up a listing agreement.

The listing agreement spells out exactly what your Realtor will do on your behalf and should specify the amount of professional fees (normally a percentage of the selling price) to be paid to

him or her from the sale of your home. When you sign the listing agreement, you give your Realtor the right to act as your agent in the sale of your house for a specified period of time — often three to six months.

Exclusive or MLS Listings

Depending on your circumstances, your Realtor may recommend an exclusive listing, giving his or her brokerage sole authority to offer your property for sale within a specified time frame.

However, multiple listings via the Multiple Listing Service (MLS) are more common, because they provide access to a much broader base of potential buyers.

Through MLS, the details of your property are made available to an entire network of local real estate professionals who will seek to match your property with a potential buyer. MLS can be a valuable sales tool when you are anxious to sell your house quickly, because your property gets greater exposure.

This article is provided by local Realtors and the Ontario Real Estate Association (OREA) for the benefit of consumers in the real estate market.

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<p style="font-weight: bold; font-size: 0.8em;">COUNTRY LIVING AT ITS BEST!!!</p> <p style="font-size: 0.7em;">14 acres located 2 minutes from Campbellville and 401. Elegant 3-bedroom, 2-bath Victorian style home with family room and beautiful Birdseye Maple trim. Eight stall horse barn and working ring with pasture make this a hobbyist's delight. Now \$399,900. Isabel Hoskins 854-2131.</p>	<p style="font-weight: bold; font-size: 0.8em;">PEACEFUL, QUIET COUNTRY!</p> <p style="font-size: 0.7em;">Located just west of Campbellville on 10 rolling acres. A charming 3 bedroom split level home, with everything for indoor or outdoor living, including new Oak dream kit., pool, spa, sauna, air conditioning, 3 fireplaces, and much more. Call Sylvia. Now \$399,000.</p>	<p style="font-weight: bold; font-size: 0.8em;">POOL PARTY!</p> <p style="font-size: 0.7em;">You're just in time for a hot summer with this 4-bdrm family home on a quiet court in Dorset Park. This spacious sidesplit offers a large pie-shaped lot, inground pool, sun deck & central air, all the makings for fun in the sun. Don't miss it! Call Angela Bailey to view.</p>
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<p style="font-weight: bold; font-size: 0.8em;">40 ACRE HORSE FARM</p> <p style="font-size: 0.7em;">Located on Guelph Line, minutes south of Mohawk Raceway. One 24-stall bunk barn, One 7-stall barn, 6 paddocks, 1/2 mile training track. A large 4 bdrm. home with 3 bathrooms, beautiful Oak kitchen, fireplace in living room. 47 acres of abutting land also available for sale.</p>	<p style="font-weight: bold; font-size: 0.8em;">SUMMER HOME</p> <p style="font-size: 0.7em;">A luxurious 2 bdrm. mobile home on a double lot. Located in the immaculately maintained Mini Lakes Trailer Park. Only 5 mins. from Hwy. 401 & Hwy. #8. Has new broodloom, large Florida room addition. Walkout from master to interlocking patio and walkway, 2 large storage sheds. \$67.00 maintenance fee. Pool, tennis, rec centre, fishing, etc. Call Sylvia.</p>	<p style="font-weight: bold; font-size: 0.8em;">EXCELLENT LOCATION ONLY \$169,900</p> <p style="font-size: 0.7em;">Get a lot more for your dollar with this Power of Sale on desirable Randall Cres. 3 bdrm. raised bungalow with finished basement, large fenced lot backing onto open space and the opportunity for a fast closing. Call Angela Bailey to view. 875-2294.</p>
<p style="font-weight: bold; font-size: 0.8em;">47 ACRES PRICED TO SELL</p> <p style="font-size: 0.7em;">Beautiful hardwood bush located minutes from the village of Campbellville. Don't miss this one. Call Sylvia.</p>		

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