

A step-by-step guide to help you sell your home

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 costly, lengthy procedure and there are no guarantees 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 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'll ask 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.

Making space in your kitchen

It is a common fact that in most homes, the kitchen is the centre of attention.

Although the living room or family room is usually the most comfortable, the kitchen has always been the traditional spot for members of the family to gather.

It is another well-known fact that there is never enough space in this particular room of the house, no matter how large, it may be.

There are a few things you can keep in mind to maximize kitchen space. Some require remodelling while some can be put into practice at any time.

First of all, bulky appliances like electric mixers, blenders and food processors should not be kept on the counter where they take up valuable space and make the kitchen look cluttered.

An appliance garage (which is really just extended cupboard space large enough for small appliances), with a roll-down panel or

hinged doors keeps them neatly tucked away when they are not in use. Electrical outlets can be included in this space, so the appliances can be used where they sit.


If you are having your cabinets redone, a "lazy-susan" is a great way to conserve space. It is especially handy for rounded bottles and tall, circular containers that take up a lot of room.

These fit into the corners of your bottom cabinets.


A centre island provides additional counter space, which is especially useful if your large appliances take up a great deal of your present space. Additional burners and sinks can even be added here or you may wish to put stools around the island to eliminate the need for a kitchen table.

Wire racks on doors and walls can add space efficiently to any pantry, while sliding bins make good dividers in deep drawers.


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CENTRALLY LOCATED
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Call Yvonne or Al 878-2095



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This cozy bungalow close to town for a home in town. This home offers living room with fireplace, new kitchen cupboards, rec. room with new carpets. Asking \$289,000.
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Yvonne Christie - Broker/Owner - 878-2095 * Sales Rep.
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Countrywide
CAMPBELLVILLE REALTY INC.
90 Main St. N. Campbellville 854-2294

Sylvia Bursery Broker/Owner 854-0651
Isabell Hoskins Sales Representative 854-2131
Florence Walter Sales Representative 878-0231

FOR SALE

Countrywide
CAMPBELLVILLE REALTY INC.
Independent Member Broker



LOOKING FOR AN IN-LAW SET UP?
Look no further! This immaculate brick bungalow has everything! 3 baths, double garage, central air/vac, 1/2 pool. In-law suite has private entrance. Lower level is very bright with 2 walkouts. Call Florence for all the facts.



COUNTRY PERFECTION!
Excellent 2 bdrm. bungalow with family room & air tight fireplace with walkout to deck. Just under one acre with mature trees & stone fence. New windows '92, new kitchen '90. Located 5 min. from 401 & Campbellville. Asking \$179,000. Call Isabell.

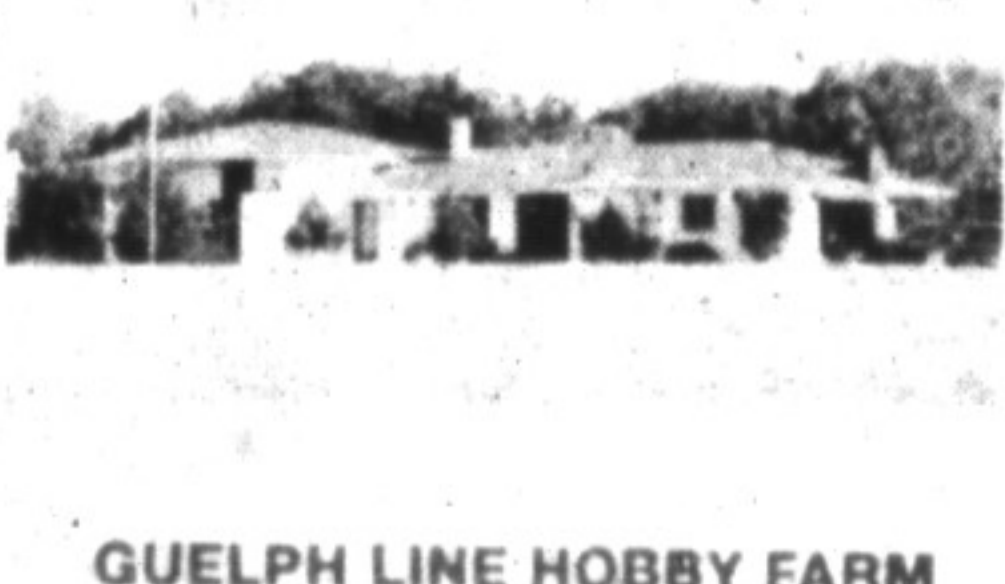


CHECK IT OUT!

- ✓ End unit T.H., private back yard
- ✓ 3 bedrooms, 2 baths, fin. basement
- ✓ Central air & central vac, new furnace
- ✓ Asking \$132,900
- ✓ Call Sylvia or Florence for details.



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42 acres backing onto Brookville Estates. 4 yr. old 40'x104' 9 stall barn, with interlocking floors, drains, septic, well, finished office, tack room, 3 pc. washroom, laundry hook up. Dirt exercise track. 1 room cottage. Just up the road from back entrance of Mohawk. Asking only \$310,000. Call Sylvia or Florence.

Looking for your Dream Home?
Look no further!
Check this week's
Best Homes
listings then call your Milton realtor.

