

Broker

Sales Representative

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Thinking of selling your home?

Are you thinking of selling your home this spring? If you're one of the many homeowners who choose this time of year to move, whether you're trading up or down, or simply relocating, you're probably starting to prepare your home for the sale.

But before you become overwhelmed by the task, it's a good idea to sit down and try to look at your home objectively. An attractive, well-kept home generally has a better chance of selling more quickly. And the old adage "first impressions are lasting ones" is

However, if you haven't made any big improvements or changes over the years, it's not a good idea to try to take on major renovation projects simply to sell your home. This can be an expensive and lengthy procedure and there are no guarantees that you'll be able to recover all of your costs.

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Instead, try to determine what types of minor cosmetic improvements can be made, general cleaning, painting, floor refinishing and so on. These projects generally don't require a lot of capital and your home can be greatly improved by them. Consult with your realtor to see what types of improvements make the most sense.

Start With the Outside

An inviting exterior insures that prospective buyers will inspect the interior, so it's important to keep your lawn and hedges trimmed and edged, the flower beds cultivated and your yard free and clear of clutter and refuse.

If you have any loose siding or pavement, it's a good idea to get these items repaired. And if you have any cracked or broken windows, get them fixed as well.

If your driveway is somewhat unsightly, consider applying a coat of driveway sealer. This will improve its appearance.

Missing shingles or eavestroughs should also be replaced and loose shutters or awnings should be secured. You may also want to consider painting the exterior of your home to spruce it up. And if you have aluminum siding or trim that's really dirty, hire someone to clean it with a power washer, or wash it yourself.

If you have a garage, make sure the door is clean, attractive and in good working order. Also make sure the inside of your garage doesn't look too jumbled or cluttered.

Also keep patios, walkways and decks free of debris and clutter, and trim any branches that look unslightly or detract from your home.

Inside

You can do a lot on the inside of your home as well, without spending a great deal of money. Two primary areas to keep in mind are the kitchen and bathroom. These two rooms of your home are generally of prime interest to prospective buyers. Make sure they're clutter-free, bright and spotless.

This applies to kitchen appliances as well - especially if you're including them with the sale of your home.

If the carpeting in your home looks dirty or dingy, you may want to rent a steam cleaner, or hire a professional carpet cleaner. Pet odour can become trapped in rugs, and this can repel prospective buyers.

Also give your home a thorough cleaning and airing prior to showing it. Make sure any wood and tile floors look clean and bright, not dull and dingy.

As well, keep in mind that rooms that are too cluttered will give the impression that they're much smaller than their true size. Try to create a feeling of spaciousness when conducting your "spruce-up." If you have too much furniture, consider removing some of it and storing it with a friend or relative.