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# Tips for Selling Your Home

## **Ready To Sell Your Home And Move On? RE/MAX Can Help!**

RE/MAX agents have the expertise and resources you need to help you sell your home quickly and successfully. It all begins long before you open your home to showings. You need to see your home like a prospective buyer. To do that, you need to look at both the inside and outside with a fresh perspective. If you follow these simple steps, you will be helping to set the stage for a property that shows great to potential buyers.

### **Letting Go Of Clutter**

When prospective buyers walk through your home, they tend to imagine it as if it were their own. You can help them envision their dream space by presenting a clean, clutter-free environment.

Here's How...

#### **New Perspective**

Bring a friend, a RE/MAX professional agent or home stager to help point out overlooked problem areas of clutter. When you live in a space, you get used to a space. You don't see what others see. Trust their advice.

#### **Remove Personal Items**

Put away family photos, souvenirs, knick-knacks and personal items. These items are special to you, but the prospective buyer wants to envision their own personal items in your space. So, help them out.

### **Clean, Clear Surfaces**

Clear off counters, especially in kitchens and bathrooms, storing away small appliances and miscellaneous personal items. Scrub down the surfaces and perhaps even put out a bouquet of flowers.

### **Create Ease of Movement**

Remove and store extra furniture to create open areas that promote easy foot traffic through your home.

### **Show Off Storage Space**

Clear out closets, basements and garages as prospective buyers are always on the lookout for ample storage space. Now is a good time to box up unworn clothes, toys and personal items for storage or charity.

### **Quick Fixes And TLC**

Potential buyers will be looking for visual clues that your home is well cared for. How much work a house seems to require will impact the offering prices you receive, so it's worthwhile to ensure that everything is in good working order.

### **Here's A Quick Checklist...**

#### **Bathrooms**

Ensure all plumbing fixtures are clean and in good working order. Outfit leaky faucets with new washers and clean any visible stains on porcelain fixtures. Replace old, worn shower curtains and bath mats.

## **Doors and Windows**

Spray WD40 on all hinges so everything operates smoothly. Have windows cleaned inside and out. Potential buyers will be estimating their energy costs, so fix drafts by re-caulking windows and replace exterior doors if necessary.

## **Walls and Floors**

A fresh coat of paint instantly transforms a space, helping it to look neat, clean, and up-to-date. Always fix obvious wall imperfections like cracks and nail holes, before painting. Steam clean carpets and runners, and repair any chipped or loose floor tiles.

## **Atmosphere**

Be mindful of the odours left behind by pets and smokers and consider using an environmentally friendly room fragrance to neutralize unpleasant scents. Replace light bulbs and add light fixtures in dark hallways, including basements, garages and closets.

## **Curb Appeal – Drive By Success!**

First impressions can be everything. Many people simply drive by a listing and make a decision based on your home's curb appeal. So, don't forget the importance of creating a well-manicured entryway – to entice potential buyers. Maintaining a neat and attractive exterior to your home will show buyers that you take pride on your property.

## **Here Are A Few Tips...**

### **Landscaping**

Consider planting a few bushes and colourful mature flowers to create an eye catching display. Ensure that your lawn is well manicured: mowed, watered and void of brown spots.

### **Front Door**

Look critically at your front entrance: does the door or the porch railing cry out for a fresh coat of paint? Polish the door handle and invest in a new welcome mat.

## **Front Porch**

If it's spring or summer, plant colourful containers to flank your entrance. If it's autumn, rake leaves. During winter, clear the snow and ice from your walkway. Whatever the season, look closely to determine if any repairs are needed. All loose cement or rotting wood should be replaced.

## **Shine On**

Many serious buyers will want to drive by your home after the sun goes down. Remember to ensure that all outdoor light bulbs are turned on in order to show your home in its best light.