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# Time Tested Tips for Selling Your Home

## OUTSIDE

- Good “Curb appeal” is imperative. If people do not like your house from the outside, they will not want to come inside.
- Make sure your front lawn looks neat and tidy to make the first impression favorable. Cut the grass and trim the hedges and shrubs.
- Plant some extra flowers for color – or arrange some colourful pots beside the front door.
- Spruce up your landscaping with some fresh plantings. Even a few items can improve the look of
- things.
- Remove all dead limbs and debris. Give the lawn a fresh raking and the sidewalk and driveway a good
- sweeping. Patch any holes.
- Walk your fence line. Repair broken areas and paint or stain spots in poor condition.
- Put away lawn equipment. Arrange outdoor items, such as firewood or outdoor furniture, neatly.
- Take a close look at your front door. It is a focal point and one of the first things your prospects will examine. If it is faded or shows signs of needing repair, clean it, stain it, or paint it.

- If you have a garage door, or a back door, ensure they are good condition as well, after all, they are also focal points. While you are at it, do the same with the back door and garage door.
- Repainting the entire exterior of your home is a fairly expensive venture and unnecessary unless really required. But you can do wonders by simply painting window sashes, trim and shutters.
- Replace faded house numbers with shiny new brass ones. If needed, repaint, or replace the mailbox.
- Clean out debris in your rain gutters. Touch up with paint if necessary and realign if crooked. Check the roof for shingles or flashing that needs replacing.
- Fix any broken windows or screens and wash them for a bright, sparkling appearance.
- Test the entry light and the doorbell. The little things matter.
- Haul out any “junk” in your side or backyard.
- Clean out the garage and pack items in neatly piled boxes / containers. If the garage floor is badly stained clean it, or, for that extra wow effect, have it painted. The perfect garage contains only cars - do your best.

## INSIDE

- After you have tackled the exterior of your home, head inside. The goal here is to make everything look more spacious, more organized, brighter, warm, and homey.
- No matter what the season, do your spring-cleaning. Clean houses sell a lot easier than dirty ones.
- About the cheapest way to make rooms seem warmer and brighter is by buying higher intensity light bulbs, putting them in every lamp in the house and then turning them on.
- Open drapes and angle blinds to brighten rooms. This gives the house a friendly glow. Buyers will react positively and feel good about your home.

- Brighten things with fresh paint. White, off-white, or beige walls make a room look bigger and brighter. Moreover, you can be fairly certain these colors will go with the new buyer's finishing's.
- Painting the inside costs very little, gives a 'new' smell, and makes a big difference in buyer perception, so go ahead and do it.
- Too much furniture can make a home 'feel wrong'. Move out all your excess furniture, especially worn or outdated furniture, to make rooms seem larger and non-cluttered.
- Clean out all your closets to make them look bigger. Store out-of-season clothes in the attic or basement and get rid of excess items. Neatly arrange everything that is left.
- Have a huge garage sale with all your excess items. Not only will you be reducing clutter, but you can use the money you earn to finance your touch-ups. You will also be reducing your moving costs.
- Clean all your windows and mirrors so they sparkle. Arrange the furniture so each room appears as spacious as possible.
- If the carpeting looks dirty, have it cleaned. If it looks worn, or is a loud color, consider replacing it. You will probably recover the cost, and your home will sell faster.
- Launder draperies and curtains, if needed. Dust blinds and furniture.
- Clear off the kitchen counters – that includes small appliances and side-draining racks. Make the counters look as expansive as possible.
- Clean out the inside of kitchen cabinets. Remove any non-essential items and ensure what is left is clean. Leave them looking clean and spacious.
- Clean the oven and all appliances. Wash the grease splatters from around the stove. Do not forget to polish the chrome on the sink. Clean out the refrigerator.
- A grungy bathroom will kill sales. Make each bath look like a guest bath. Polish the tub, toilet, and bathroom sink. Clean all tile, grout, and caulking, replace cracked tiles and re-grout if necessary.
- Put out fresh towels and a new bar of matching colored soap when the house is to be shown.
- Clean the furnace/air conditioner return filters and vents. Then crank up whichever one is appropriate to make your home as comfortable as possible.

- Get out your tool kit and fix all those little things that you have lived with over the months or years. Tighten loose doorknobs, drawers, cabinet handles, towel racks, switch plates and outlet covers.
- Tack down any loose molding, glue down any lifted wallpaper; replace any cracked switch plates.
- Fix sticking doors and windows, squeaking doors and wobbly stair banisters.
- Fix leaky faucets in the kitchen and bathrooms. Remove any water stains from sinks and toilets.
- If it is time to spray or bomb for bugs, do not wait until the last minute. The last thing you want potential buyers to smell is pesticide.

## **WHEN YOUR HOME IS SHOWN**

When it is time for Ron to show your home, all your preparations will be worth it. However, there are a few final tips that can add that little extra magic.

- Before prospective buyers walk in the door, give your home the welcoming aroma of fresh-baked bread or cinnamon rolls. A pot of cinnamon and water on the stove will give the same results.
- Most Canadians are not smokers, so please do not smoke in the house.
- Clear out the kids, their toys, the cat and the dog. Turn off the television, stereo and radio. Like kids and animals, they too can be distracting.
- Turn on all your lights — open all the drapes and blinds — even during daylight.
- Put out fresh flowers, your best towels, and a nice tablecloth.
- Make yourself scarce. Many prospects feel like intruders when the owners are present. They tend to hurry away or fail to ask the questions they would like to ask. Your absence will put buyers at ease and give them a chance to spend more time looking at your house, absorbing its advantages and visualizing themselves living there.
- Be polite but avoid conversations with prospects. Their agent needs their complete attention to increase their interest in your home.

- Do not apologize for the appearance or condition of your home. You will only call attention to things the buyers might have overlooked.
- Do not try to complicate the sale of the home by discussing drapes, furniture, appliances, etc. If the buyer wants any of these items, the agent can ask about them later.
- Keep your home on the market. Let your home be shown even when you are not there. If you do not, you are limiting showings — and keeping your house off the market to many potential buyers!