

TOP 10 TIPS FOR

SELLING YOUR HOME

Selling your home can be a very frustrating experience, and you may be wondering if there's anything you can do to get more offers on your home? Well, the answer is yes! There are some simple things you can do to speed up the sale of your home without having a significant effect on the profit you make. We consulted local experts and our own staff on best practices for selling your home, and what to do (and not do) during this important time.

1 PLAY THE FIELD

You don't have to settle on the first Realtor you meet. Research potential agents for information on past listings and experience. A professional Realtor will have no problem providing you with a summary of their career background, previous and current listing information, and references. Trust your gut. If you aren't comfortable with what they're offering, keep looking!

2 PRICE IS RIGHT

Knowing the value of your home is one thing, but determining the listing price is another. The right price can attract potential buyers quickly, while the wrong price can leave your house on the market for too long (a big real estate no-no). A good starting point is to research what other sellers in the neighbourhood have listed comparable homes for. Work with your agent to determine a price you're both comfortable with.

3 GET A PRE-INSPECTION

Waiting for the buyer to initiate the Home Inspection is perfectly acceptable, but there are some benefits to doing a Pre-Inspection before listing your house. Knowing what is needed before listing allows you to budget any immediate repairs and assures prospective buyers that no major surprises are in store. These repairs could even be added as selling points to your listing, such as upgraded electrical or a new roof!

4 IT'S GOING TO COST YOU

There are a lot of costs associated with selling a house that you may not have thought about when you decided to list. Make sure you're prepared ahead of time so you can budget accordingly. Broker commission, legal fees, and home repairs are just some of the expenses that are coming your way. Need help budgeting? Contact one of our Financial Services Representatives or Wealth Consultants. They can help you put a budget together that will both benefit you and help prepare you for this big step!

5 DON'T FORGET OUTSIDE

The outside of your home is the first thing a potential buyer will see, so first impressions matter! Think like a buyer. Approach your house from a distance and take note of anything in need of repair or freshening up. Repair any damages and make sure to keep your gardens and yard tidy and manicured. If you have the time and budget, consider freshening up the front door or replacing old house numbers, mailboxes, and fixtures.

DECLUTTER

The best way to showcase your home's selling points is to make sure they're seen. Clutter can be an easy distraction and cause your home to look and feel smaller than it actually is. Decluttering doesn't just mean stashing away trinkets and storing extra shoes out of sight. Do a walkthrough of each room and pack any items that pull attention away from the selling points of that area.

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9 MAKE YOUR CLOSET ROOMIE

You always want to showcase how much storage your home has. A great start is by removing half the items in your closets. Even if your bedroom closet isn't a walk-in, you can make it look twice as big just by packing away your out-of-season sweaters or coats. This trick creates the illusion of space, but it also gives you a jump start on packing!

10 HIRE A PROFESSIONAL CLEANING SERVICE

Keeping your house tidy while selling is a no-brainer, but it's also important to give the entire house a thorough scrubbing before putting it on the market. Buyers are going to be seeing your house with fresh eyes, and will pick up on the little things that you no longer notice, like the spiders that made themselves comfy in the corner of your ceiling. If it's in your budget, hiring a professional cleaning service will save you loads of time and buyers will appreciate that you kept the house in great shape.

6 CONSIDER HOME STAGING

If you don't know where to start, a Home Stager can be a huge asset when getting ready to sell. They can provide you with tips and tricks to maximize your home's potential. Most Home Staging companies offer different packages, so if your budget is on the smaller side, think about just a consultation to guide you in the right direction.

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FRESHEN UP

Doing reasonable updates is an easy way to increase the value of your home. Focus on things that are necessary and provide great return on investment. Brighten up a room with a fresh coat of paint in a neutral tone. There are a lot of products out there that can give your home the update it needs, at a reasonable price; vinyl flooring, stick on backsplashes, and DIY projects are great ways to make a big impact without draining your bank account!