



## To Sell Quickly, Make a Good First Impression!

When the time comes to sell your home, you only have one chance to make a first impression.

### The Exterior

The exterior appearance of your home is extremely important. An inviting exterior will attract buyers and encourage them to visit the inside of your home. Your lawn should be well maintained and, during the winter months, keep some photos of your lawn handy so that visitors can see what it looks like during the summer. Cleanliness is essential, so a cleared entrance and clean windows will also make a big difference.

### The Interior

Inside, neatness is key. Clean your home from top to bottom and get rid of all unnecessary items. Remove any old furniture that is obstructing the hallways or cluttering up the rooms. Clear out any open spaces so that visitors don't feel cramped.

Does the home need a fresh coat of paint? Newly painted properties often sell for more. Remember that dark colours can be detrimental to a sale. Instead, choose brighter, more appealing neutral tones. Your carpet's appearance can also be a determining factor. If you can't replace your carpeting, having it cleaned will help give the rooms a refreshing new look.

The kitchen and bathroom must be immaculate. Take the time to clean all appliances and faucets, as well as the bathtub, toilet and sink. Unclutter the counters and don't leave any dirty dishes in the sink or towels around the tub. Give buyers a chance to visualize all storage possibilities.

Throughout your home, fix leaky taps, defective door handles, as well as drawers and cupboard doors that don't close properly. Replace burnt light bulbs and yellowed switch plates. Most of these minor repairs are relatively inexpensive and will help visitors form a positive opinion of your home.

### Creating Ambiance

Your home must be well lit. During the day, keep the curtains open and turn lamps on in the evening. If necessary, add lamps in dark corners. Make sure your home is well-ventilated so that visitors aren't turned off by strong odours such as incense or spicy foods.

It's important to be discrete when potential buyers are visiting. Leave your broker alone with the client. It will be easier for the broker to highlight your home's strong points and the visitor will be able to voice comments and impressions freely.