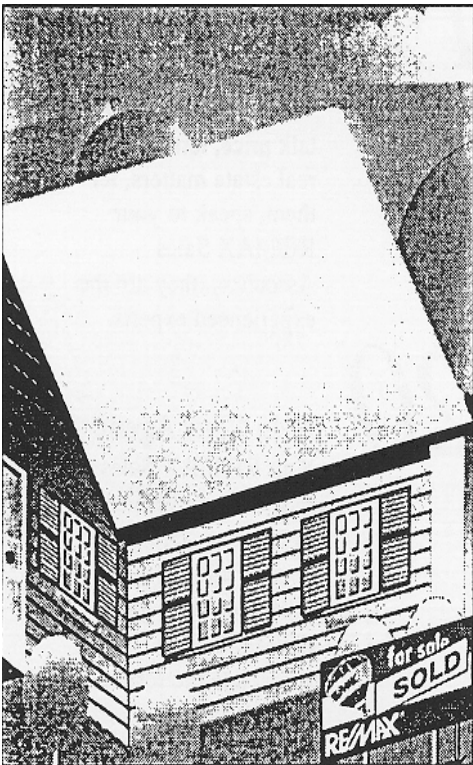


How to Make Your House More Saleable

As a homeowner, you can play an important part in the timely sale of your property. When you take the following steps, you'll help your **RE/MAX** Sales Associate sell your home faster, at the best possible price.



Each Office Independently Owned and Operated

Make the Most of That First Impression

Never underestimate the importance of outward appearances especially where your home is concerned. Potential buyers begin their decision-making process early, with their first glance at your property. A well manicured lawn, neatly trimmed shrubs and a clutter-free porch welcomes prospects. So does a freshly painted - or at least freshly scrubbed front door. If it's autumn, rake the leaves. If it's winter, shovel the walkways. The fewer obstacles between prospects and the true appeal of your home, the better.

Invest a Few Hours for Future Dividends

Here's your chance to clean up in real estate. Clean up in the living room, the bathroom, the kitchen... If your woodwork is scuffed or the paint is fading, perhaps you might want to consider some minor redecoration. Fresh wallpaper in the kitchen or bathroom can add charm and value to your property. Prospects would rather see how great your home really looks than hear you tell how great it *could* look "with a little work."

Check Faucets and Bulbs

Dripping water rattles the nerves, discoloured sinks suggest faulty or worn out plumbing. Burned out bulbs leave prospects in the dark. Don't let little problems detract from what's right with your home.

Don't Shut Out a Sale

If cabinets or closet doors stick in your home, you can be sure they will also stick in a prospect's mind. Don't try to explain away sticky situations when you can easily plane them away. A little effort on your part can smooth the way toward closing.

Think Safety

Homeowners learn to live with all kinds of self-set booby traps, such as roller-skates on the stairs, festooned extension cords, slippery throw rugs and low-hanging overhead lights. Make your residence as safe as is possible for uninitiated visitors.

Make Room For Space

Remember potential buyers are looking for more than just comfortable living space. They're looking for storage space, too. Make sure your attic and basement are clean and free of unnecessary items.

Consider Your Closets

The better organized a closet the larger it appears. Now's the time to box up those unwanted clothes and donate them to charity.

Make Your Bathrooms Sparkle

Bathrooms sell homes, so let yours shine. Check and repair damaged or unsightly caulking in the tubs and showers. For added allure, display your best towels, mats and shower curtains.

Create Dream Bedrooms

Wake up prospects to the cozy comforts of your bedrooms. For a spacious look, get rid of excess furniture. Colourful bedspreads and fresh curtains are a must.

Open Up in the Daytime

Let the sun in! Pull back your curtains and drapes so prospects can see how bright and cheery your home is.

Lighten Up at Night

Turn on the excitement by turning on all your lights- both inside and out. When showing your home in the evening lights add colour and warmth, and makes prospects feel welcome.

Avoid Crowd Scenes

Potential buyers often feel like intruders when they enter a home filled with people. Rather than giving your house the attention it deserves, they're likely to hurry through. Keep the company out of your home during these appointments.

Watch Your Pets

Dogs and cats are great companions, but not when you're showing your home. Pets have a talent for getting underfoot. So do everybody a favor. Keep Kitty and Spot outside during showings, or at least out of the way.

Think Volume

Rock-and-roll will never die. But it might kill a real estate transaction. When it's time to show your home, it's time to turn down the stereo and to turn off the television.

Relax

Be friendly, but don't try to force conversation. Buyer prospects and their Agents want to view your home with a minimum of distraction.

Don't Apologize

No matter how humble your abode, never apologize for its shortcomings. If a Buyer prospect volunteers a derogatory comment about your home's appearance, let your experienced **RE/MAX** Sales Associate handle the situation

Keep a Low Profile

Nobody knows your home as well as you do! But **RE/MAX** Sales Associates know buyers - what they need and what they want. Your **RE/MAX** Sales Associate will have an easier time articulating the virtues of your home if you stay in the background.

Don't Turn Your Home Into a Second- Hand Store

When prospects come to view your home, don't distract them with offers to sell those furnishings you no longer need. You may lose the biggest sale of all.

Defer to Experience

When Buyer Agents want to talk price, terms, or other real estate matters, let them speak to your **RE/MAX** Sales Associate...they are the experienced experts.

Help Your Agent

Your **RE/MAX** Sales Associate will have an easier time selling your home if showings are scheduled through the **RE/MAX** office. You will appreciate the results!

Take the necessary steps to sell your home.

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