

How to Maximize the Value of Your Home

Positive first impressions of a prospective home buyer means so much to the successful sale of your home that making a small effort to ensure a good impression can pay off with big financial returns. This checklist covers many of the little things that set a good example, from the outside ... in.

Exterior

Keep lawns and hedges neatly trimmed, weed flowerbeds.
Clean out your garage or carport to show off its full size.
Clean the windows outside, repair any broken panes.
Oil all the gate hinges and latches; make any fence repairs required.
Remove dead limbs and branches from trees – especially evergreens.
Check that all outside lights are working; house numbers are clean and easy to read.
Touch up exterior paint as required, especially street-side.
Keep walkways and exterior stairs clean of leaves, snow, etc.
Clean roof gutters to avoid "waterfalls" on rainy days.
Don't let anything obstruct the street view of your "For Sale" sign.

Interior

You are going to move anyway, so start now to remove all clutter from every room and get rid of or store anything you can live without – you will be amazed at how much larger the rooms all look!
De-clutter specifics. No more than 2 décor pieces or items per household surface - including countertops, ledges, tables, desks, shelves, bookcases, entertainment units etc.
Make sure the closets and storages spaces are clear of everything except clothes or containers that are neatly hung, folded or stacked to best show the size of the space.
Lighting is important! Use appropriate bulb wattage to lighten dark areas.
Wash down or paint all entry walls and areas.
Repair drawers and cupboard doors that squeak, stick or don't close.
Free up hard-to-open windows and doors – especially closet doors.
Repair leaky faucets or toilets that run continuously.
Replace loose tiles, re-grout if needed, and scrub away any mildew.
Give the kitchen a good top-to-bottom scrub, to make the walls, cabinets, appliances, counters and sinks shine.

Showings

Open all drapes, curtains and blinds to let the maximum amount of natural light in – make sure the windows have been cleaned.
Avoid cooking a meal that might cause a lingering odour; let lots of fresh air in the home prior to a showing.
Put pets outside or in kennels to keep pets away from prospects; try to eliminate any pet odours or evidence that a pet lives in the home.
Ideally, leave the house while it is being shown. If this is not possible, then settle the children quietly in one room. Let the realtor do the talking – and walking; unless asked by the realtor, do not join the tour of your home.
If you are asked questions give brief answers but point all inquires to your realtor.

Your referral of a family member, friend or co-worker is the greatest compliment we could receive.