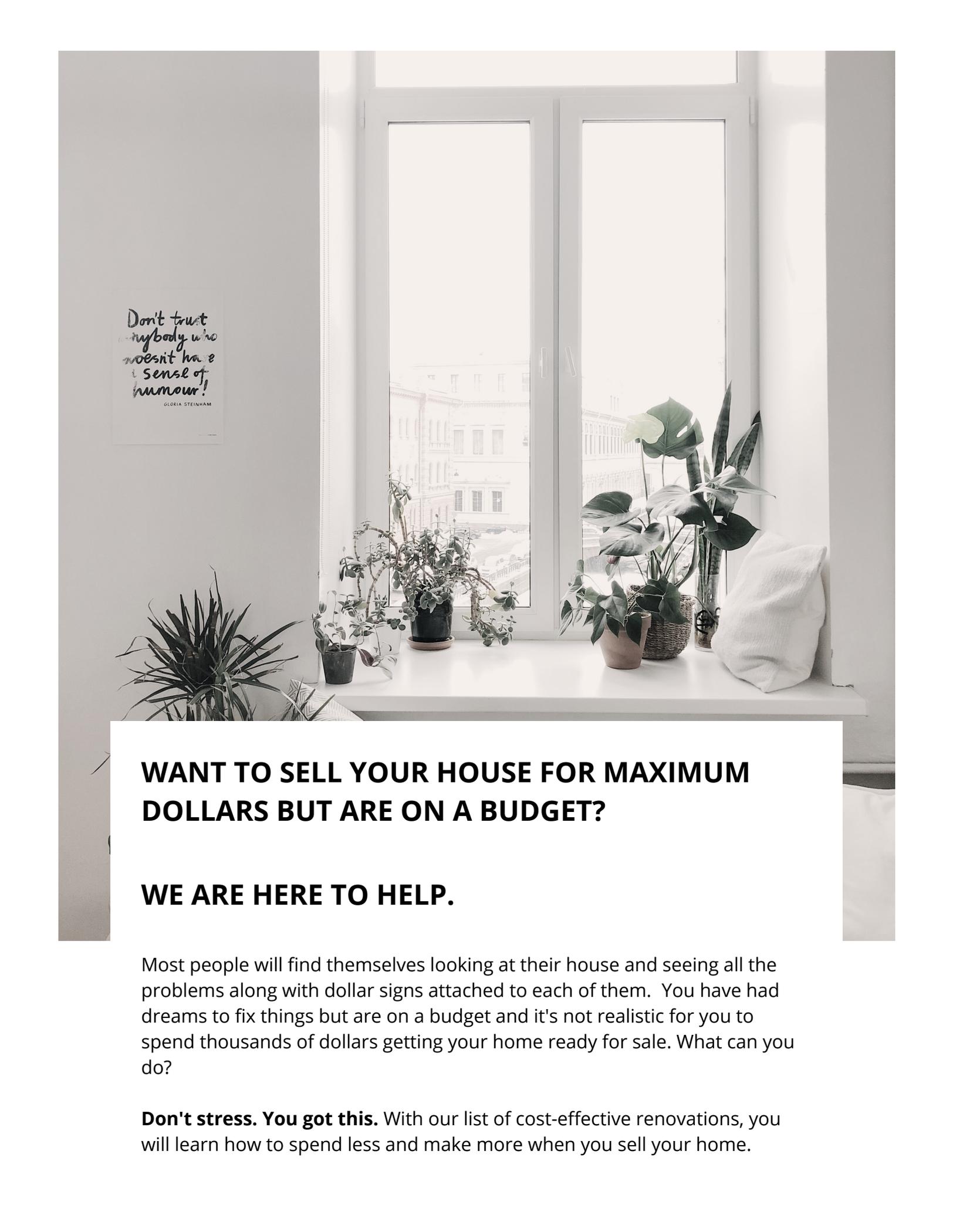




**8 WAYS YOU CAN  
SPEND LESS AND MAKE  
MORE WHEN SELLING  
YOUR HOME**





Don't trust  
anybody who  
doesn't have  
a sense of  
humour!

GLORIA STEINHAM

## WANT TO SELL YOUR HOUSE FOR MAXIMUM DOLLARS BUT ARE ON A BUDGET?

### WE ARE HERE TO HELP.

Most people will find themselves looking at their house and seeing all the problems along with dollar signs attached to each of them. You have had dreams to fix things but are on a budget and it's not realistic for you to spend thousands of dollars getting your home ready for sale. What can you do?

**Don't stress. You got this.** With our list of cost-effective renovations, you will learn how to spend less and make more when you sell your home.



## 1. NEVER UNDERESTIMATE THE POWER OF PAINT

Strong colours on the walls or wild wallpaper make it hard for buyers to imagine their furniture in your house. Consider repainting your home in bright, neutral colours that will enhance a room's size and look more inviting. Next to cleaning your home, paint is the most cost-effective way to increase your home's appeal, and attract offers.



## 1. SEE YOUR HOME THROUGH A BUYER'S EYE

Over the years, you've grown quite comfortable with your home's little imperfections; the hole in the screen door, the chipped paint on the baseboards, the mess in the basement. Grab a clipboard, print out a copy of our "Home Preparations Checklist" and take a tour of your home.



## 3. GET RID OF THE CLUTTER

Your house will feel a lot bigger and more inviting when you get rid of all the non-essential stuff lying around your house. Clear out the closets, remove bulky, unused furniture and rearrange the remaining pieces to make the best use of space. Fight your inner-pack rat at every turn. If you haven't used something in the past year, toss it, donate it to charity or sell it in a yard sale.



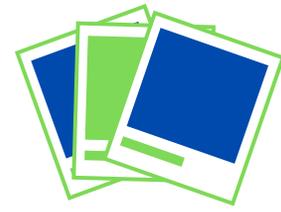
## 4. CLEAN EVERYTHING

Cleaning is the single most cost effective way to make your home more attractive to buyers. Floors, windows, walls, doors, baseboards...everything! Give extra care and attention to the two most important rooms in a buyer's mind: bathrooms and kitchens. Once it's clean, keep it clean! You never know what day your ideal buyer will visit.



## 5. REPAIR WHAT YOU CAN (WITHIN REASON)

Identify anything that's broken, half-finished or simply doesn't work. Fix all the little things like leaky faucets, doors that squeak or that don't close properly and small cracks in the ceiling. Some repairs are absolutely vital, like a leaky roof or basement. Nothing kills a sale faster than signs of water damage. If there's an unsafe electrical problem you must fix this too, for the good of the sale and the buyer's safety (not to mention your own).



## 6. DEPERSONALIZE YOUR HOME

You want buyers to walk through your house and feel like it's their home, not yours! People don't have good visual imagination; they won't see past your cluttered wall of family portraits or your personal collections. These things are guaranteed to prevent buyers from emotionally placing themselves in your home. Remove everything that's too much about you, and ask your REALTOR® for help deciding.



## 7. MOVE OUT THE PETS (IF YOU CAN!)

If you are able to, moving your pets out of the house while the house is listed will greatly improve a buyer's impression of your home. Not every buyer likes pets, and some are even allergic to them. What a shame it would be to have your best potential buyer turn away from your house because they weren't able to get past the smell.



## 8. GARDENING & LANDSCAPING

Having great curb appeal is crucial for giving a good first impression to a buyer. If you are not selling in winter, it's important that the lawn is cut and manicured, gardens have fresh mulch, leaves are raked and porches/decks/patios are clean.