

Helpful Hints for Home Sellers

The most common concern for a home seller is how quickly they will be able to find a new home once the sale of their existing home is complete. The Internet is an amazing technology to have access to new listings and photographs, even if they are emailed to you daily to help narrow down your search.

Choosing the Right Realtor

This is a crucial first step to make in the home selling process. At Century 21 Fusion, you are guaranteed to find a real estate professional who is trained and committed to answering all of your real estate questions. We provide the highest quality of service and advice.

Determining the Value of Your Home

At Century 21 Fusion, your professional real estate agent will prepare a Comparative Market Analysis for you to help determine the value of your home. This analysis is an indicator of what today's buyers will be willing to pay for your home and compares your home with the market activity of similar homes in your neighbourhood. This information will help you determine your asking price.

Factors that will determine the value of your home include:

1. Market
2. Location
3. Size
4. Floor plan
5. Condition
6. Community Amenities

Preparing to Sell Your Home

“Curb Appeal” is one important factor to market your home. The more attractive you make your home look; the easier it is to sell.

Here are ideas to increase your home's “curb appeal”:

- Paint or retouch interior and exterior paint.
- Replace any cracked windows and screens with holes.
- Replace any burnt out light bulbs in fixtures and lamps.
- Repair any broken doors or fences.
- Repair any leaky faucets and plumbing.
- Wash windows.
- Clean carpets or consider replacing if worn.

- Organize closets to make them look roomier.
- Eliminate "clutter" from your home. This will create a more spacious feeling.
- Keep kitchen and bathroom countertops clean and organized.
- Wash interior and exterior of all kitchen and bathroom cupboards.
- Remove any stains or mildew from tubs, showers, toilets and sinks.
- Polish all mirrors and chrome in the house.
- Put out guest towels and scented soaps for the showings.
- Clean out all appliances.
- If you have a pet or smoke, make sure that your home is free of all odors.
- Clean and wax all linoleum and hardwood floors. Make sure to include baseboards.
- Clean garage, basement and attic. A clean, well organized home has much more appeal to buyers.
- Re-seed lawn to repair bald spots, trim hedges and scrubs. Colorful flowering plants are a real plus.

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