

THE INFORMED Home Buyer/Seller™

Helpful Advice for Making the Right Move

Issue 2

How to *Maximize* Viewings, while *Minimizing Inconvenience*

If you want to sell your house or condo, you need to make it as convenient as possible for potential buyers to view. That's a given. The market can move fast these days, and you don't want home shoppers and their agents to move onto other interesting opportunities just because they can't get in to see yours.

So how do you make your property available for viewing, while minimizing the inconvenience to you and your family?

One of the most effective ways to ensure ease of access is to put a lock box near your front door. This allows agents to show your property as soon as they hear from interested homebuyers — striking while the iron is hot.

Without a lock box, an appointment would have to be scheduled. The delay could stifle buyer momentum. Worse, many home shoppers may skip your property in favour of others they can see right away.

Rest assured, REALTORS® are professionals and will respect your privacy and the security of your property. Working with your REALTOR®, you can set rules regarding when and under what circumstances they may enter for viewing. (For example, "Tuesdays to Thursdays, 12pm-3pm & Saturdays 10am-4pm".)

When potential buyers visit, they often feel like intruders. It's awkward for them — and you — if you are at home. So, if possible, take your family to the park, a movie, or a local coffee shop during scheduled viewing times.

Another great strategy is to plan viewings around your schedule, at times when you're out of the house anyway. If you take your kids to soccer on Saturday afternoons, make your property available for viewing during that same time period.

With a little planning, you can maximize the number of viewings, with minimal inconvenience to you and your family. This will greatly increase your chances of selling sooner, and for the best price.

Need more tips on showing your home? Call today!

Trash the Trash

In most communities, garbage day isn't every week. So, if you show your house on day five or six, there's going to be some accumulation! Here are some things you can do before a viewing to make sure this situation doesn't trash a potential sale.

- If possible, make sure all garbage containers, including waste paper baskets, are empty.
- Since compost and cat litter bags can smell even when tied securely, put them in a covered bin in the garage or outside at the side of your house.
- Check around your property for accumulated debris, such as old lumber. If you've been planning a trip to the dump someday, today is that day.

In addition, make sure garbage containers in the kitchen and bathroom have new plastic bag inserts. You may go through more than usual, but it will be worth it.

Think, Act... Live!

"Plans are only good intentions unless they immediately degenerate into hard work.."

Peter Drucker

"Fortune favors the brave."

Virgil, 1st century poet

"I'm a great believer in luck, and I find the harder I work, the more I have of it."

Thomas Jefferson