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# Paws for Thought

CallCat.ca

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NEWSLETTER

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## Welcome to my Fall Newsletter



Welcome to the fall edition of my newsletter. And welcome to the wonderful world of Calgary Real Estate. Always changing. Never boring! If you have any questions about selling or buying properties, please call me. I'd love to help in any way I can.

You can contact me through my web site or at 804.7411

### Carol Anne Thompson

## SPEED UP THE SALE OF YOUR HOME

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By spending a small amount of money or time on specific projects you can speed up the sale of your house - while ensuring you get the best possible price.

### Target and Budget Wisely

According to a survey of real estate agents conducted by HomeGain, an Internet real estate service, spending about \$500 on fresh landscaping can increase the value of your home up to \$1,800. Fork out another \$300 on cleaning and de-cluttering and you could bump up the sale price by an additional \$2,000.

Start with a walk through of your home with fresh eyes. Ask a trusted friend to help you spot problem areas, clutter and weird smells that you may have neglected or just stopped noticing. Take a critical look at your property – even from the street. Note the projects that need to be done on an urgent 'to do' list.

### First Impressions

Landscaping makes a dynamic first impression and can improve how people perceive your home. Brighten up your garden with colorful annuals. Remove growth and cut back trees to make your house clearly visible from the street. Trim the lawn and keep the yards neat and tidy.

Fresh paint on exterior doors and window trim can make your home look bright and clean. Update hardware and replace or remove torn screens. A critical look at your home's exterior at night may call for some exterior lights. Many buyers like to cruise by homes in the evening to see how they look. Make sure yours looks spectacular!

If you have blocked pathways or cluttered side yards, back yards and patios – clear them. This includes bikes, children's toys, excess furniture and tools.

Your home should appear as bright as possible – so bring in the light in by washing dirty or spotted windows. It's surprising how much dirty windows can drag down a home's appearance and mar any views you might have of a nice back yard.

You may be able to live with clutter or look past a tired interior or exterior – but prospective buyers can't. So keep your home in show-room condition while it's on the market. Remember that you're selling a lifestyle – even if it's not your own style. A little extra effort now will pay off in the end.

### It's What's Inside That Counts

A really thorough cleaning is essential for a good first impression to a potential buyer. Bathrooms and the kitchen must be spotless and free from clutter and personal items. And a daily dusting and vacuum is key while the house is on the market.

Air your home out at least once a day by opening all the windows (in bad weather run your exhaust fans). Avoid cooking smelly or greasy foods that may linger. Clean the litter box at least once a day if you have cats. And give your place a lived in feel by baking cookies.

You're going to have to pack sooner or later, so start now and pack away at least one-third of all your stuff. Less clutter makes rooms look much bigger and removing pictures and nick-knacks helps to depersonalize your home, which is a positive selling strategy!

Keep packed boxes and unused furniture in a storage facility then organize the rest. Clear out all closets and pantries and fix or repair your flooring. Homebuyers notice floors most of all. So polish up your hardwood, shampoo your carpets and repair any broken tile or linoleum. Washing your walls or repainting your rooms in warm neutral colors all adds to your sale price.

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It's unadvisable to take on any major renovations, as they don't add enough value for you to make a profit. Instead, concentrate on smaller fixes with bigger impact. The buyers will remodel if they see fit.

Your home should appear in decent shape - a good roof, fresh paint and heating, cooling, electric and plumbing systems in good repair. Buyers expect a well maintained home and are unlikely to reward you for lack of maintenance practices. But here's the catch. It may not be worthwhile investing in these repairs before you sell. Yet not making the fixes may turn off buyers.

Finally, consider hiring a home inspector before your home goes on the market. This can alert you to problems you're unaware of.

Still unsure of what do to first? CallCat at 804.7411

## Home Sweet Home

The ordinary acts we practice every day at home are of more importance to the soul than their simplicity might suggest.

- Thomas Moore 1779 - 1852, Irish Poet

## See Cat On The Street

There's a CAT on the street, actually it's CAT on a bench-back. The CallCat outdoor ad campaign is out there - so watch for it.

## Part Of Your Community

If you think I could be of help to a friend or neighbour who may be thinking of buying or selling, please contact me.

## FEATURED LISTING

### Calgary – Bridlewood MLS # C3230676 2 Bed/2 Bath Condo



One of the larger floor plans this quiet, well-managed complex has to offer. Complete with two full bathrooms, this unit would be ideal for two singles. Bright and sunny, with neutral decor. Close to transportation and shopping. Condo fees include everything but phone and cable. Just move in and enjoy!

A smile and a warm welcome always go a long way toward making guests feel at ease. And no matter how you say it, the sentiment is the same - WELCOME!

Arabic -- **Merhaba** or **Salaam**  
Bengali -- **Shagatom**  
Cantonese -- **Foon Ying**  
Danish -- **Velkommen**  
Estonian -- **Tere Tulemast**  
French -- **Bienvenue**  
German -- **Willkommen**  
Hindi -- **Aayiye**  
Irish -- **Dia Is Muire Duit**  
Japanese -- **Irashaimasu**  
Korean -- **Hwangyeonghamnida**  
Latin -- **Salve!**  
Maori -- **Kia Ora**  
Norwegian -- **Velkommen**  
Ojibwe -- **Beindigain**  
Portuguese -- **Sandacoes**  
Quechua -- **allin chayamusqa uyansa**  
Russian -- **Sprivetom**  
Swedish -- **Halsningar**  
Tagalog -- **Tuloy Po Kayo**  
Ukrainian -- **Bitamo**  
Vietnamese -- **Chao**  
Welsh -- **Croeso!**  
Xhosa (South Africa) -- **Amkela**  
Yiddish -- **Gut Tog**  
Zapotec (Mexico) -- **Guens Sa Bisui Yubtu**