

## **Putting your best foot forward**

Far too often, the first impression people have of a home that is listed for sale is their last impression. Simple things like a messy garage or a missing light bulb can make a world of difference when it comes to selling your home in the least amount of time for the best possible price. The following are fast and effective tips on selling your home:

- Keep the kitchen and bathrooms in good condition; get rid of discoloured, missing, or loose grout around ceramic tiles.
- Address numbers and mailboxes should be hung straight. Numbers should be easily seen from the street.
- Open the blinds or drapes. Potential purchasers want to see bright and airy rooms. Replace any light bulbs that have been burnt out.
- Keep the interior neutral -- this will also help to lighten the house. Dark colours can make rooms appear smaller. Replace any wallpaper or paint that is outdated.
- Clean out the closets, basement, and other storage areas, including clutter in the kitchen. Storage space is crucial to most homebuyers.
- Fix loose or broken doorknobs.
- Don't cook a meal heavy with odours the day of an open house or any showings.
- Scrape away chipped and peeling paint on basement floors. Add lighting to rooms that are especially dark.
- If you have chipped paint on doors, trim and baseboards, take the time to repaint – it will give the impression that your home has been cared for over the years.
- Drywall compound and paint is the solution for water stains and cracked drywall on ceilings or walls once the leak has been fixed.

The simplest repairs can make a positive impact when showing your property. Remember you don't get a second chance to make a first impression, so be sure to make the right one the first time.