

You
were Asking



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Lipstick and Rouge

Many buyers make home buying decisions based primarily upon emotional reactions to the homes they see. This has been a tough market for having to make very hasty decisions. Take a step back and really have a look at the mechanical components of a home.

A freshly painted house with clean windows and an up to date colour scheme will sell quicker than a nearby home which needs a lot of cosmetic attention, even with a much lower asking price. That's why home-staging has become so popular the last few years. It really does work! If you find yourself

in the position of comparing two such houses, put your imagination to work. If the only difference is paint, cleaning and carpeting, remember that these are fairly low ticket items that you can likely tackle if the 'bones' of the house are in good shape.

If you focus your attention on the location and the condition of the structure and the major systems, you may be able to get a "not very rough" diamond at a great price. Most people buy the 'prettiest home' they can find. If cosmetic problems make you nervous about the home, the professional

home inspection can answer most of your questions about the structure to offer the assurance you're buying a quality product. It just may need a little 'lipstick and rouge' to make it your home!

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