

FIRST IMPRESSIONS

You only have one chance to make a first impression, or so the saying goes, and no where is this more true than with the showing of your home. These days, as buyers do 'drive-bys' in an effort to eliminate unsuitable homes, you really only have one opportunity to catch a potential buyer's interest, so creating curb appeal is important.

The summertime is the best time of the year as your lush lawn and colourful perennial gardens are welcoming aspects which make your home inviting. A nice wreath on the front door, welcome mat and clean, uncluttered appearance works wonders.

But, this also means putting the sprinkler, potting soil and children's toys in the garage where they belong! Inside, clean your house from top to bottom.

Make sure hardwood gleams, and carpets are thoroughly vacuumed. Remove clutter and use this opportunity to start packing by putting collectibles away. This allows potential buyers to imagine their own possessions and knickknacks in your home.

When sales reps and potential buyers do view your spotless home, get out so they can move about freely. Some buyers are uncomfortable if the sellers are around and they tend not to spend as much time

looking as they would have if the sellers had gone out. So, go shopping, take a walk or take the kids to the park. Definitely leave the house during an open house. Relax and let your sales rep do what you have contracted him or her to do, namely sell your house.

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were Asking*



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