

But we have a pool!

Most people hold firm to the belief that owning a home with a pool ensures sale ability. Now is the time of year to capitalize on this asset. You've opened it, and now that school's almost out, the kids are begging you not to sell the house. You're likely wondering if it's such a good idea too, after all, it is summer and you're all enjoying this new form of fun in the sun.

So...what to do? Don't pull the home off the market. First of all, you're likely not going to complete the transaction for at least 30 to 60 days, that's still a few months away. You still have lots of time to enjoy the pool. Spend

some time 'dressing up' the pool area. Frequent nurseries to find large house plants on sale for the corners of the deck or pool area.

Take pictures of your family enjoying the pool and display them in the kitchen so that prospective purchasers can visualize entertaining in your back yard. Check your equipment for disrepair. If anything needs replacing or fixing, attend to it right away. If your skimmers look weather beaten and in poor shape a prospective buyer may assume the pool is in disrepair as well. Paint chain link fencing around pool area to achieve a clean look.

Ensure locks are on and the area secure. For those of you who wish to purchase a home with a pool, either leave your children at home or ensure you have a firm grip on them while viewing the pool area. It takes only a few seconds for a child to slip into the water.

Jamie M. Edwards, B.A., FRI, CRB, CRS is the Broker of Record for J.M. Edwards Associates Inc. and Past President of the Realtors Association of Hamilton-Burlington, Burlington Chamber of Commerce, and the Ontario Real Estate Association.

You
were Asking



Jamie Edwards

E-mail your questions to
jamie@jmedwards.com
905-631-6363