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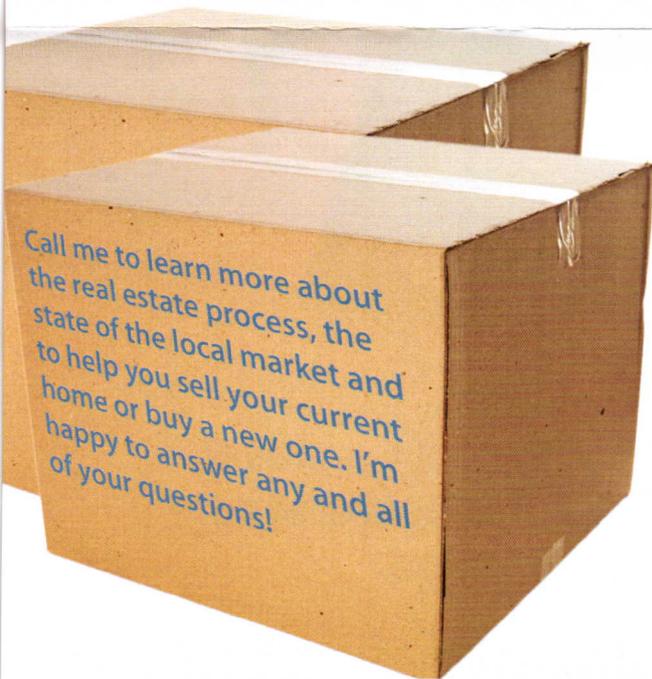
Helping you is what we do.™

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5 Tips for Sellers

- 1 Clear the clutter.** Before you put your home on the market, clear the clutter that's accumulated over the years. Tackle one room at a time, and divide your items into three piles: keep, donate and toss.
- 2 Get packing.** Although you don't want to pack up all of your belongings, it helps to start boxing up the items that you want to keep, but won't use for a while, such as out of season clothing or sporting equipment. Also, think about packing away sentimental and valuable items. Packing your belongings will help potential buyers picture themselves living in your home and also prevent your valuables from damage.
- 3 Research the local market.** Knowing how much the homes in your neighbourhood are selling for and how long they stayed on the market can help you gauge your home's value and estimate a time frame for the sale.
- 4 Repair and improve.** Boost your home's curb appeal by doing minor repairs and improvements inside the home and out. Tackle any necessary repairs, paint your walls a neutral colour and replace light fixtures or appliances that are damaged or out of date. And, don't forget to clean—potential buyers can't enjoy the views if the windows are too dirty to see through.
- 5 Be realistic.** While it's good to get a feel for the local market, be realistic about the selling process. Having realistic expectations for your home sale will help to relieve some of the stress of selling.



An Overview of Today's Buyers and Sellers*

80% of buyers know if the home is right as soon as they walk in it.

Why did Canadians buy their homes?

- Felt it was a good investment
- The time was right to get into the market
- Wanted to move to a new neighbourhood
- Wanted to accommodate their expanding families

The typical Canadian home buyer spent an average of **5 months** house hunting, and viewed **10 homes** before deciding to buy.

*Source: BMO Financial Group

