

Start the Home Selling Process this Month

If you're thinking about selling in the spring, don't wait until the new year to start planning. In fact, you'll save yourself a lot of work and get ahead of the game if you start planning now.

What's that old saying? The early bird gets the worm! In this case, by starting the process this month, you'll be in excellent shape when you're ready to list in the spring.

Here are just a few examples of what you can do in December to get the process started:

- Walk your property and note any maintenance issues that need attention.
- Decide which items to stow or sell to declutter your home.
- Determine what improvements you'll need to make in order for your home to look great to buyers (i.e. painting.)
- Find out approximately how much your property will likely sell for in the spring market.
- Clarify the kind of new home you'd like to move into, including ideal neighbourhoods.
- Look into your financing options, so you'll know the price range you'll be shopping within.
- Connect with any professionals you may need, such as contractors, a mover, and a real estate lawyer.



- Take advantage of any December shopping deals for products you may need, such as home improvement project materials, packing supplies, etc.

As you can see, the more prepared you are this month, the more stress-free and successful the home selling process will be for you in the spring.

And one more tip: contact me to get the conversation started about selling your home in the new year. It's coming fast!

Selling when You're Going to be Out-of-Town



If you're going to be out-of-town but need to sell your home, you might be concerned about listing your property while you're away. After all, you won't be around to show your property, schedule viewings, consider offers, etc.

While it's ideal that you be close to home when you're selling, there's no reason why you can't list your property, even if you're going to be out-of-town.

When it comes to communications and document sharing, technology is a wonderful thing! While you're away, you can utilize phone, email, file sharing apps (such as Dropbox), e-signing apps (such as DocuSign) and, online meeting apps (such as Zoom).

For viewing appointments, a secure lock box (with your key inside) can be installed

so buyers can be shown your property. Even services such as staging, painting, repair work, and cleaning can be done while you're away.

Sure, the selling process can become a little more challenging if you're going to be out-of-town, but certainly not impossible. In fact, homes are sold all the time under these circumstances.

So, if you're thinking of selling but worried about being away, give me a call. I'll show you how to make it work.

Think, Act... Live!

"Ambition is the path to success. Persistence is the vehicle you arrive in." [Bill Bradley](#)

"Words can inspire, thoughts can provoke, but only action truly brings you closer to your dreams." [Brad Sugars](#)

"You are always stronger and more resourceful than you give yourself credit for." [Rob Moore](#)