

How to Make your Home Sale “Smooth Sailing”

When you plan to take a journey somewhere, you hope it will be smooth sailing all the way. That simply means the trip will be relatively trouble-free, and without stress or hassles.

Well, selling your property is like a journey. So, how do you ensure that adventure will be “smooth sailing” for you?

While no one can guarantee there won't be a challenge or two to overcome on the road to selling your home, there are proven ways to help ensure everything goes well.

First of all, preparation goes a long way toward having a successful sale. Start early. Make a list of what you need to do around your property to get it ready for buyers. That list will include cleaning and tidying, of course. But, you might also need to get some minor repairs done, and perhaps even a few upgrades (such as painting or a new kitchen sink.)

Don't wait until the last minute if you'll need a contractor to do those repairs or upgrades. Find and book a professional now.

Second, take the time to fully understand the selling process and what to expect. Don't be shy about asking questions. For example, if it's been a while since you last sold a home, you might need to refresh your understanding of how scheduling works



for viewings, what staging is all about, how offers are received and considered, etc.

The better you understand the selling process, the more comfortable you'll feel.

Thirdly, and most importantly, give me a call early in the process. I can offer the advice and help you need to sell your property quickly and for the best price. I can also make your selling adventure go smoothly and successfully.

In other words, if you want “smooth sailing”, call me!

Your Spring Yard Sale Checklist

Thinking of having a yard or garage sale? It's a great way to dispose of unwanted items and other clutter, especially if you're thinking of moving. In addition, yard sales have a charm that selling items on the internet can't match. That's why they're still so popular.

If you're planning a yard or garage sale, here are some helpful tips:

- Two-thirds of garage sale shoppers will find you via signage. So, be sure to place plenty of signs around the neighbourhood that clearly point buyers to your location.
- Place in-demand items closer to the street so shoppers can see them from a distance. (For example, computers, electronic games, bicycles, exercise equipment, furniture.)
- Buyers don't want to pay a “fair” price at a garage sale. They want a bargain basement deal! So, price items accordingly.
- Open early in the day. You'll find that the biggest shoppers (the deal hunters) will stop by before 9 a.m. Some will be there before you open!
- Be sure to have some cash on hand to make change.

Of course, you should also be as safe as possible and comply with all applicable public health guidelines.

If some items don't sell, consider donating them to a community thrift shop or dropping them off at a recycling centre.

Good luck with your sale!

Think, Act... Live!

“Start where you are. Use what you have. Do what you can.” [Arthur Ashe](#)

“Some succeed because they are destined to, but most succeed because they are determined to.” [Henry Van Dyke](#)