

**Setting your selling price.**

Your selling price should be competitive with comparable homes currently on the market. We will work with you to determine the best appropriate price for your home and a personalized marketing plan for your specific property. Each seller is as unique as each home and we will work with you to determine a plan that works best for you that provides the best price and quickest results in today's market.

**Be open to feedback.**

Look through your home with a critical eye and identify any areas that may need some TLC. It is amazing what a fresh coat of paint and a little decluttering can do for your home presentation. Be sure to look outside as well. How well maintained is the lawn, gardens and general property? Walk up to your front door and think about the buyers first impression. Tidy up and make it as welcoming as possible.

**Consider a pre-sale home inspection.**

This will make your home more attractive and give buyers confidence and full disclosure about the property. It may very well give your home a selling edge.

**Stage your home.**

Remove personal photos and other personal items. Potential buyers need to be able to visualize their family in the space and not be distracted by your personal items. Your home doesn't have to look like a magazine cover but tidy and uncluttered with a few nice touches (ex. flowers on Open House day) can make it more appealing.

**Consider how you want showings to be conducted.**

Are there certain hours you want showings restricted to? Do you have pets that need to be planned for in the event of a showing? Is your home "show ready" daily? You never know when a showing may be requested.

**What are your "non-negotiables"?**

For example: Are you firm on a price you must receive? Is there any wiggle room on a closing date? What chattels will be excluded?