

HOME Buyer/Seller™ issue 4

THE INFORMED

How to Help Sell Your Home Quickly

Usually when you list your home, you would prefer to sell it quickly. It's like being the first one served at a crowded ice cream parlour. It's satisfying.

However, sometimes there's more to it than that. There may be a truly urgent reason why you need to find a buyer for your property as soon as possible, such as a sudden job relocation.

If that's the case, it's important to explain your situation to your REALTOR®, who will be able to put together an action plan for selling your home quickly and for the best price possible.

During that conversation, ask what you can do to help the process along. For example, you may be able to:

- Spread the word to your friends and other connections on Facebook.
- Canvass your neighbours and tell them about your listing.
- Stage your home so that it's more attractive to prospective buyers.

When it comes to price, be prepared to be flexible. That doesn't mean you must settle for a price far below your home's market value. However, you do need to be prepared to accept a good offer rather than try to hold out for a great one.

Also be open to as many viewings and open



houses as possible. Having many prospective buyers come through your home within a short period of time may be a little inconvenient, but the payoff might be an offer!

Finally, work with your REALTOR®. A good REALTOR® will know the local market well and have many ideas for selling your property fast.

Looking for a good REALTOR® like that?

Call today.

Easy-to Miss Home Security Tips for Your Vacation

If you're relaxing on a Caribbean beach, or enjoying a bus tour through historic Paris, the last thing you want to worry about is your home. Most people know the basics of keeping a home secure while away. Here are some additional tips that are easy to miss:

- Tell your kids not to boast about your fabulous vacation plans, especially on social media. The fewer who know that the house will be empty, the better.

- Ask a neighbour to pick up any mail and flyers dropped at your doorstep. But don't rely on that alone. Also call the newspaper and post office to temporarily halt delivery.
- You can buy timers to automatically turn lights on and off. However, most will stop working if the power goes out and restart with the incorrect time when the power comes back on. That's why you should keep at least a couple of

lights turned on continuously, and not connected to timers.

- If you're leaving in the evening, or before dawn, don't forget to open the blinds. Closed blinds during the day are a dead giveaway that the owners are away.

Finally, experts recommend creating a home security checklist, so you don't forget anything. That will give you peace-of-mind.

Think, Act... Live!

"Dreaming, after all, is a form of planning." [Gloria Steinem](#)

"It is never too late to be what you might have been." [George Eliot](#)

"Change your thoughts and you change your world." [Norman Vincent Peale](#)