

## Prepping Your Home for a Successful Spring Sale

Are you planning to sell your property this spring? Here are some tips for a successful spring sale.

- **Price your home competitively** — Research comparable properties in your area for what they listed and sold for and use these as a guide.
- **Be prepared to negotiate on price and terms** — Think about the lowest price that would be acceptable to you.
- **Give your home's exterior some love** — Expect potential buyers to examine the exterior more closely in the warmer months. Ensure your patio furniture is clean and wash the windows inside and outside if possible. For balconies, planters of colourful flowers go a long way. If you have a yard, clear any debris from the winter, consider putting down some fresh mulch, and tend to landscaping.
- **Air out your home** — Open the windows to let a cross-breeze through for fresh air. Also, consider placing some diffusers throughout your home for a pleasant scent.
- **Stage seasonally** — For example, since it's springtime, setting out a vase of fresh tulips would be in tune with the season. Work with a professional stager.
- **The entryway** — This is your first opportunity to make a statement. Choose items that creates a lasting impression, such as a brand-new



doormat, a nice framed mirror, a console and a matching bench.

- **Give your home a good spring clean** — Depending on your region, winter can create a lot of extra dust from continuous heating. Consider hiring professional deep cleaners.
- **Tend to any repairs** — While this may seem obvious, depending on your region, winter can be rough on a home, so scan your home to see if you need to do any minor repairs or improvements.
- **Declutter** — Donate or sell anything that doesn't have a practical or aesthetic purpose for a well-presented home.

Even if you aren't preparing for a spring sale, many of these tips can be used to stay on top of home maintenance and keep your home humming into spring.

## Cues It's Time to Downsize



If you are nearing retirement or you are already retired, you may be thinking about downsizing, as it can free up your finances and simplify your life, allowing you to enjoy a greater quality of life.

So, what are some cues that it's time to downsize?

- You are having frequent falls or trouble navigating the stairs. If this is

the case, you may be safer in a single-story home or a condo with elevators.

- You are overwhelmed with home maintenance.
- Your housing costs have risen above 30 percent a month.
- You want to free up your home equity, perhaps so you have more disposable income for things like travel.
- The home no longer fits your needs.
- There are unused rooms and amenities.
- Your career and family no longer tie

you to the area.

- You want to be closer to your family.
- The demographics in your neighbourhood have changed and you no longer have a sense of belonging there. Perhaps a retirement community would make more sense, so you can make new friends and enjoy activities together.

While it can be hard to let go of a home that holds so many memories, letting go means you will create space for new possibilities.

## Think, Act... Live!

"Either you run the day or the day runs you." **Jim Rohn**

"There are no traffic jams on the extra mile." **Zig Ziglar**