



# ANITAREALTOR.HOUSE

*Helping you make your next move.*

## How to Get Top Dollar for your Home

~Anita Lamarche, REALTOR® and Real Estate Investor

Begin by looking at your home through “buyer’s eyes” – ensure your home is spotless, decluttered and presents in a way that will help a buyer visualize their furnishings in your home. Be vigilant about maintenance and tidiness inside and outside of your home!

### EXTERIOR:

- Do you need to paint or add new siding?
- Check for peeling paint on casings or brickmould/trim
- Any older windows or sills to recaulk and paint?
- Is entry door inviting? Would a new door or a fresh coat of paint make a better first impression?
- Clean up yard from pets, toys, etc
- Absorb any oil spills in driveway
- Pressure-washing siding and getting windows professionally cleaned will brighten the exterior
- Mow grass; remove weeds; trim shrubs/trees; add flowers/planters



### INTERIOR:

- Go from room to room starting at the entrance and start organizing and packing away any extra stuff
- Ensure each room is organized and super clean (it is okay to store extra items in your basement or garage or, better yet, donated unwanted goods or put other items in storage)
- Consider flooring repairs or some new flooring if really needed (Hardwood refinishing can include restaining to a more contemporary colour)
- Check all walls and remove any marks (magic erasers work wonders!); if this does not work consider a coat of paint (ensure quality work or hire a professional)
- If bathrooms need a bit of updating, consider some new taps and lights, or changing a tub and toilet, or reglazing an older tub. Even older arborite or cultured marble counters can be professionally coated with epoxy products in just one day to mimic stone for a fraction of cost of new counters.
- Any drywall repairs are a must!



- Change lighting in a dark room; ensure all light bulbs are replaced and light fixtures are clean
- Ask someone (friends, neighbours) if they smell any odours; if they do, try to get rid of them (ask me for tips on cleaning products, vent sanitizing and ozonation to help address any really tough odor problems)

### THE GARAGE:

- Take a day and empty the garage fully
- Sweep and/or wash down floors
- Paint unfinished drywall white or primer white
- If garage door is peeling or rusted, a new door will instantly boost curb appeal
- Pile your garage STUFF into 4 pies – Keep – Sell – Donate – Trash
- Start bringing your keep pile back into the garage and place in a very orderly fashion.
- If you have a shed, repeat!



### MECHANICAL ROOM/STORAGE:

- Wipe any dust from tops of water tanks and furnace
- Replace furnace filter
- Tidy storage areas



### STAGING:

- Consider a staging consultation to give advice on organizing/decluttering, furniture placement and more to enhance the flow of your home and the appearance of photos (I will cover the cost of a staging consultation as part of my services to prepare and market your home.)
- Think of staging like going out on a date – you get cleaned up and sparkly, dress to impress and put on some nice jewellery. It's all about first impressions and staged homes sell faster and for top dollar
- If downsizing or clutter is challenging, consider services of a personal organizer or decluttering service who can help sort, remove, donate and dispose of whatever you no longer need



### About the author:

As a CIR REALTY Agent and member of Leading Real Estate Companies of the World™, my goal is to ensure that you have the best real estate experience possible. Whether you are looking to sell your current home, purchase a home locally or around the world or find profitable investment properties, I have the resources and expert knowledge to make sure that you get the best service and the best possible price for exactly what it is you are looking for.

With over 35 years as a Calgary resident in all quadrants including city and acreage living, investment property ownership and a successful career in marketing, I am here to serve you and to connect you with professionals who will protect your interests every step of the transaction. I am 100% committed to my Clients and am honoured to be able to help them with their most important assets - their home and investments.

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