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Spring Cleaning Can Help Sell Your Home

Spring-cleaning takes on an entirely new level of importance for those who intend to put their homes on the market. To attract buyers, it's very important to make a great first impression. Whether you have already listed your home or you just want to keep your options open, it's easy to make the most of your spring cleaning with these helpful hints:

Light and Bright: In many parts of the country spring can be a great time of year to take photographs of your home even if you don't intend to put it on the market right away. Not only does the natural lighting and lush green grass remind everyone of warmer days, but it provides a better view of the condition of the property. Be sure to trim the hedges and touch up paint or other outdoor maintenance prior to taking the picture. Store the photos in a safe place until it's time to list the property.

Maintenance Made Easy: Deferred maintenance is a major consideration for new buyers seeking to make the most of every dollar. Unfortunately, long winters can take a toll on even the most

well-maintained property. Unsightly carpet stains, barren landscaping and crowded storage can give the impression of a property in need of attention. Make sure your property looks its best by doing routine maintenance, including carpet and tile/grout cleaning and lawn maintenance and completely clearing away all types of clutter.

Pay Attention to Details: Details make a difference when it comes to making your home look, feel and smell fresh and clean. One of the most often overlooked areas of concern for new home shoppers is smell. Research shows smell is a powerful tool that has a tendency to work for or against sellers. Avoid harsh chemical odours or perfume-type fragrances such as room deodorizers. Opt for new enzymatic cleaning products that neutralize odours throughout the house. Pay special attention to carpets, upholstery and air ducts. Not only will it help reduce common irritants, but you can breathe easy knowing prospective buyers won't be confronted with unpleasant pet odours or musty storage smells.

Find Out How Much Your Home Is Worth For FREE...

If you're going to sell your home in the next 6—12 months, what you do right now to prepare for the sale could make a difference in the price you get for your home.

Now you can get a FREE on-line evaluation of your home's value and tips on how to prepare your home for sale.

Just go to cherriandsandra.com for this FREE information. Simply submit your information through the Home Evaluation link.

Thinking of Downsizing? What You Need to Consider

If you're a senior, there could be many reasons to move from your family home. The house might be too big or cost too much to maintain, or the neighbourhood may be changing. Following are some tips to help you make the decision:

Right-Size: Although you need less space, you want to maintain - or even enhance - your lifestyle. Do you want storage, room for guests, a workroom? Think about bungalows, bungalofs, condos and townhouses. Many offer those little extras you enjoy in your present home.

Consider All Options: According to statistics, three-quarters of seniors stay within 50 kilometres of their former home. However, with the huge number of choices now available, you can comfortably look well beyond that.

Think About Retirement Communities: They aren't for "old people" any more. Healthy seniors are flocking to newly developed retirement communities.

Moving in With the Children: Think long and hard before moving in with the children. Do you, or they, want the complex family dynamics that happen when three generations coexist in a small space?

Get Professional Help: A good real estate agent is vital. Consider one who specializes in helping older adults find the right housing fit. He or she may also be able to recommend other local professionals, mortgage specialists, stagers, antique experts and movers.

Fraser Valley Real Estate Board Benchmark Prices March 2011

Detached House	\$519,628
Townhouse	\$326,307
Apartment	\$249,463

For more statistics on the Fraser Valley real estate market, visit our Facebook page [Re/max Treeland Realty - Cherri Chalifour and Sandra Ennis](#) and don't forget to "Like" it!

