

**DENNIS LAROCQUE (613) 985-0660**

SALES REPRESENTATIVE

MAXIMIZING FIRST IMPRESSIONS

Experts say most buyers make their decision at first sight. Prospective buyers will react well to signs that your home has been meticulously maintained.

EXTERIOR

- Manicure landscaping: mow, edge and water lawn, trim hedges, weed and fertilize flowerbeds.
- Keep driveway clean and free of parked cars. Keep the garage door closed.
- Repair or replace loose or damaged shingles.
- Minimize cracks or crumbling on walkways, walls or steps.
- Make sure that from the street your property appears clear.
- Inspect appearance of interior window coverings from the curb.
- Repair any peeling paint or loose caulking on windows or other areas.
- Take steps to eliminate insect or rodent pests.
- Pick up after your pets or neighborhood animals.

ENTRY

While the Sales Rep works the lockbox for a key, buyers have idle time to notice details.

- Apply a fresh coat of paint to the front door and frame.
- Consider adding pots of flowering plants in the entryway if weather permits.
- Eliminate cobwebs and groom doorway area windows, porch light or decorative glass.

INTERIOR

Once inside, experts say most buyers are reaffirming their curbside decision. Clean, Clear, Light and Bright.

- Give every room in the house a thorough cleaning and remove all clutter. Hiring a cleaning service may pay for itself by adding to a buyer's perceived value of your home.
- For a sleeker, more spacious look, consult with your Sales Rep for tips on property staging.
- Ask yourself: In a model home, would a professional decorator put your choice of items out?
- Remember: closets will be opened! Keep closets, cupboards and even your attic orderly and neat. Since you are anticipating a move anyway, consider holding a garage sale or boxing and storing unused belongings.
- If necessary, repaint or clean/replace dingy, soiled or strongly coloured walls, a light neutral shade. Bright rooms look bigger and neutral colours help buyers envision their own furnishings and decor.
- Repair dripping faucets, burned-out light bulbs or cracked windowpanes.
- Repair cracks, holes or damage to plaster, wallboard, wallpaper and tiles.