

Living in Mississauga

The Real Estate Market Watch

Spring 2016

What to Do Before Listing Your Home A Spring Market Starter Guide for Sellers

With the spring's warmer weather finally in sight, many GTA homeowners are looking to take advantage of this year's "Spring Market" by selling their homes while the area's average home price is still at a record high. In a competitive real estate market like ours here in the GTA, home sellers always have lots of work to do after selecting and hiring a real estate agent - from open houses and showings, to scouring the market for the new property of their dreams.

What many would-be sellers may not know, however, is that there are many ways to get the ball rolling before you actually list your property for sale, and even before choosing a realtor.

1. Start with "Curb Appeal."

Since you'll never get a second chance to make a great first impression, the first thing you need to do is make sure that the exterior of your property is clean, healthy, and safe. To-do list items could potentially include:

- Making sure that trees and bushes are neatly trimmed;
- Removing natural or other debris from the lawn (e.g. leaves, pine cones, dog toys);
- Consider removing/replacing any dead trees or plants;
- Removing leaves and other build-up from your eavestroughs;
- Replace burned out bulbs for exterior lighting
- Checking the lawn to make sure that it is freshly-cut, weed-free, and healthy throughout.

For a professional touch, consider hiring a landscaping company and/or yard care provider -- they will be able to help your front-lawn fauna shake off the wear and tear of winter, making a huge difference in the curb appeal of your home.

2. Consider hiring a property inspection company.

It is often recommended to have an inspection done on your property before you list. Pre-listing inspections for sellers are fairly common -- according to the web site for the major North American inspection firm Carson Dunlop, pre-listing inspections for sellers represent about 35 per cent of the total jobs the company takes on.

By identifying hidden trouble spots within your home - or, possibly, finding it to be in better condition than you thought - the report from a pre-listing inspection can help you (and your real estate sales representative) to determine a fair asking price for the property. If the report is positive, it can also be made accessible to buyers and their agents after the property is listed.

3. Upgrade to Eco-Friendly Appliances and Fixtures

More than ever, buyers across the GTA are focusing on energy efficiency and eco-friendliness as major factors when considering a potential new home. To that end, there are a few low-cost investments you can make that can help your home look more attractive, while reducing its demands for energy and water:



Image courtesy of www.2sistershomestyling.com.



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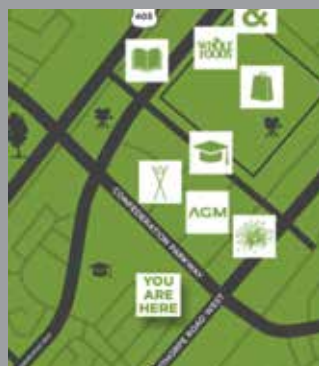
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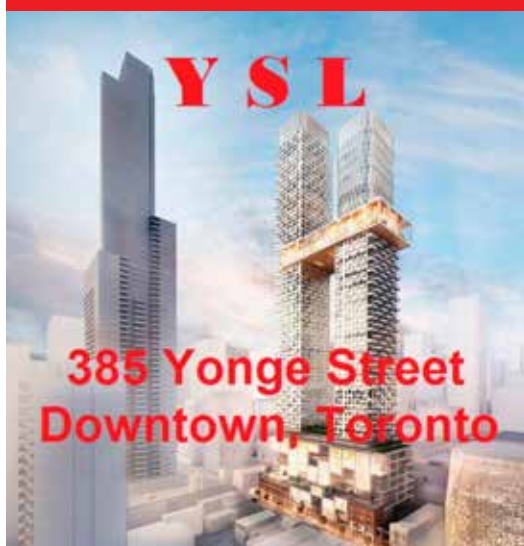
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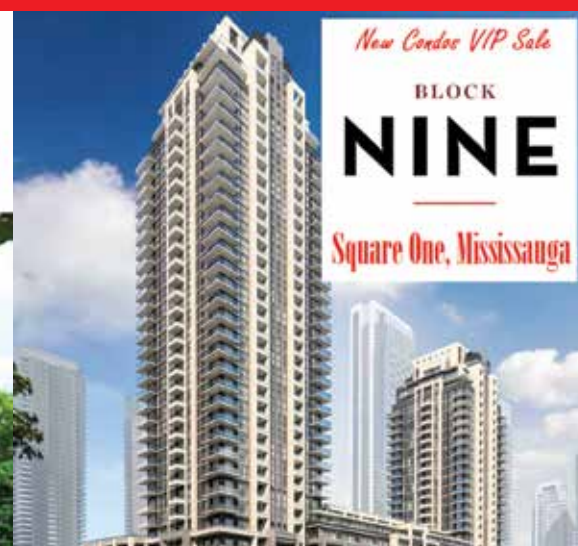


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Tridel Luxury Condo Skymark West, 9 ft Ceiling with Gas Fireplace. 2 Bedroom, 2 Washroom and 2 Parking spot with Locker. 30,000 sf. Club House Facilities. Close to Schools and Square One. Only Asking \$437,000.00



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Sales Rep
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Helen Ho Sales rep
President Awards

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