
A close-up photograph of a blue ocean wave with white foam, set against a soft, hazy sky. The image is partially obscured by a large blue diagonal shape on the right side of the page.

**10 Things to
Do before you
list your home
for sale**

SET YOUR EXPECTATIONS

1

Get a professional assessment of your home's value to help you determine reasonable price expectations before you even list your home. This is especially important if you're planning to finance a new home.

MAINTAIN THE MECHANICALS

3

It's not quite the glamorous stuff of décor magazines but your home's mechanical systems can make or break a sale with some buyers. Have the chimney and furnace inspected and cleaned. Check drains and duct work. Fix any plumbing systems. Energy - efficient systems may increase your home's appeal.

CLEAN AND DECLUTTER

5

You can't hear this too many times. An open room will help buyers picture their own belongings in the space.

COUNT ON A PRO

7

As a real estate professional, I will help you to target potential buyers and get you serious offers. You can also count on me to help you negotiate and close the deal. A mortgage professional is another important member of your sales team. These professionals can help potential buyers understand just how affordable your home is and help you explore financing options for the home you're moving to.

BRUSH UP YOUR CURB APPEAL

9

First impressions are everything in a competitive housing market, face. Tidy up the landscaping, so show off your home's best invest in high-quality porch lights or house numbers, and choose a few tasteful accessories to create an inviting entrance way.

SEE YOUR HOME THROUGH OTHERS' EYES

2

Try to see your home through a stranger's critical eyes. Make a list of major or minor improvements to make. As a real estate professional, I can point out your home's best features and be frank with you about its worst

DO YOUR FIX-UPS

4

Repaint or at least touch up interior and exterior paint for a fresh, polished look. Replace items that show wear and tear. You can instantly modernize a room with upgrades to faucets or drawer pulls. Make sure light fixtures and windows are clean and bright to cast a good light on your home.

MAKE A SEASONAL ALBUM

6

Help potential buyers appreciate your gorgeous perennial garden or your lush balcony view out of season by preparing a photo album.

HAVE A COPY OF YOUR PROPERTY SURVEY

8

A land survey can be a plus for marketing your property in a competitive market. An existing survey should suffice, depending on when it was completed or what physical changes have been made. Some buyers may need this to meet their lender's requirement of a survey before approving a mortgage loan on a property.

KNOW WHY YOU REALLY WANT TO GO

10

Some reasons are obvious, such as the need to sell if you're moving to another city or putting in an offer on a new home. Other needs may be less definite, such as outgrowing your space or working with a mortgage concerns about cash flow. By professional, you can assess of moving against the costs of financing options and the costs staying and make the best choice



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