

Two Areas where Buyers Often Spend Extra Time

No two buyers are exactly alike. When viewing your home, one may scrutinize the walk-in closet, while another might be more interested in the view out the main windows. But, there are two areas that most buyers spend extra time considering:

1. The foyer view

When buyers walk in the front door, they look around and form an immediate first impression. That impression often lasts. So, when selling your home, ensure the foyer is uncluttered, looks great, and feels spacious.

Stand there yourself and then use that vantage point to make improvements.

2. The kitchen

Every buyer spends time in the kitchen. So, be sure that it's extra clean. Remove unnecessary items from countertops to increase the sense of space. Use a special cleaner to make the sinks and faucet shine.



Pay particular attention to smells. There may be odours lingering in the kitchen that you may no longer notice — but buyers will. To eliminate those, clean the stove and exhaust fan well.

Making these areas look great will help sell your home faster.



Signs of a “Soon-to-be” Desirable Neighbourhood

When you're searching for a new home, you ideally want to buy in a neighbourhood that has all the features you want in a community. However, highly-desirable neighbourhoods are, understandably, in demand — and the prices often reflect that reality.

An alternative is to look for homes in areas that may be less-than-ideal now but may blossom into wonderful communities in a few years.

These “soon-to-be” desirable neighbourhoods represent a great opportunity because you can often buy for less than you would ordinarily pay in an in-demand community.

How do you find such neighbourhoods?

Here are a few signs to look for:

- New neighbourhood amenities planned or under construction. For example, a local park and green space being built nearby.
- Crimes statistics showing that the area is becoming safer.
- People taking better care of their properties and investing in upgrades.
- Improvements in traffic and transit that are making the area less congested and/or more commuter-friendly.

These are just a few of many indications that a neighbourhood is up and coming. So, when buying a home, pay attention to these signs.

Should You List Your Property This Year?

As you look to the months ahead, one question you might be grappling with is, “Should I sell my home this year?”

Unless you must sell — due to a work relocation, for example — then making that decision can be difficult.

A technique that may make it easier is to ask yourself these questions:

- *How much can we get for our property on today's market?*
- *Is there a dream area or neighbourhood we'd like to live in someday? (Maybe “someday” is sometime this year!)*
- *Does our current property no longer meet our needs? (For example, we need another bedroom.)*
- *Do we want to live closer to something? (For example, we want to be closer to relatives.)*
- *Do we want to get away from something? (For example, we'd like to move somewhere quieter.)*
- *How will moving make our lives better?*

Asking those questions will give you a clearer picture of the benefits of moving versus staying. That, in turn, will make the decision a lot easier.

For example, if you discover that your lifestyle will be much better in a new home — because of an extra bedroom, faster commute to work, or quieter neighbourhood — then selling this year makes



sense. Why wait? In fact, you should start the process right now to get an early start.

If, on the other hand, you see no good reason to move this year, then not selling might be the right decision for you.

Keep in mind, however, that you don't necessarily need a *tangible* reason to move. Simply “wanting a change” is enough!