

Making your Offer Competitive —Even with a Condition

Imagine you're looking for a new condo and find one for sale that's perfect for you. You're excited! You're eager to submit an attractive offer. But, you've been advised to include a condition that the condo passes a professional condo inspection.

Is that a potential deal breaker?

There's no doubt that sellers tend to see "no conditions" offers as more attractive. However, there is plenty you can do to compensate for the condition and make your offer otherwise enticing.

One thing you can do is offer to be flexible on closing dates. The uncertainty of getting the closing date they want can be stressful for sellers, especially if they need those funds for their next condo purchase. If you're flexible, your offer will stand out.

Another thing you can do is go in with an appropriate deposit. That shows the buyer that you're serious. Attaching a pre-approved mortgage certificate also helps assure a buyer that



there won't be any money problems.

And, of course, you can sweeten the deal by increasing your offer price.

There are many other ways to make your offer more likely to win. So, be sure to get the advice you need when shopping for a condo.



Rehearse a Viewing from a Buyer's Perspective

Have you heard the expression, "You can't read the label if you're inside the jar?" It refers to how difficult it can be to solve a problem if you're too close to it. And, if you're like most people, one of the things you're very close to is your home. So, when you're selling, you need to figuratively "get out of the jar."

How do you do that?

A simple technique is to imagine yourself as a buyer who knows nothing about your condo and then view your unit from that perspective. For example, drive down your street, and imagine seeing the neighbourhood for the first time. Next, park on the street and walk up to your condo, taking it all in just as a prospective buyer would. Then, tour your unit pretending you're a buyer.

When you do, ask yourself the following questions:

- What do I notice about the condo that I like?
- What do I see that I don't like?
- What features and characteristics stand out for me?
- How do I feel when I explore each room?
- Is there anything I'm seeing that concerns me?

When you rehearse a viewing from the buyer's perspective, you gain insights that help prepare and sell your condo more successfully.

Space and the Happy Condo Owners

Imagine someone walking into a bedroom and feeling immediately claustrophobic. Then, another person saunters into that same room and feels the exact opposite way — finding the bedroom comfortable and even roomy.

That's an example of the psychology of space.

For one person, a tiny home office might feel like the walls are closing in. But, for someone else, that same room might seem attractive and cozy. And, it's not just small spaces where this effect is felt. A large room might make one person feel uneasy, and even agitated, by the sense of emptiness. For a different person, that room might feel like a spacious paradise.

Psychologists tell us that how we feel about the space in our home can have a direct impact on mood, stress levels, and happiness. Having the sense that there's too much space, or not enough of it can impact our mental health over time.

That's why it's important to periodically consider how you feel about the space in your condo. Remember that your sense of that space can change over the years.

Imagine a couple living in a modestly-sized condo. At first, they may feel fine with the space. Then a couple of kids come along, and the unit begins to feel much tighter. It may seem like they're playing bumper cars whenever they're in the kitchen together!



Over time, that lack of space can take its toll.

So, take a few moments to consider the space in your condo. Do you feel like you need more space? Less space? Would you be happier if certain rooms were bigger or smaller, such as the kitchen? Need more bedrooms, closets or storage space?

If you discover that space is an issue, then it may be time to consider selling and moving. Chances are, you can get into another condo that has exactly the room you need.