

## Affordable, Eco-Friendly Upgrades Buyers Love

Buyers are increasingly looking for energy-saving and environmentally-friendly features in a condo. In fact, some will become more interested in a listing if it has at least some eco-friendly characteristics.

How do you take advantage of that trend to make your condo more attractive to buyers?

There are many simple and relatively affordable upgrades you can make. Examples of upgrades you can consider include a programmable thermostat, energy-efficient lighting, ceiling fans (which reduce HVAC costs), low-flush toilets, freshly caulked window and door frames, and low-flow or adjustable shower faucets.

Many of these upgrades are DIY friendly and require just a trip to a home improvement centre. (However, hiring a contractor may be wise for more complex projects, such as replacing a toilet.) Upgrades like these can help make your condo more



appealing, especially for those buyers who look specifically for eco-friendly features.

Whether you already have some of these features in your condo, or you'll be doing some of these upgrades, make sure they're highlighted in your listing materials when selling your condo. They may help attract more buyers.



## Find your Dream Condo Faster by Narrowing your Focus

Have you heard the expression, "It's like finding a needle in a haystack"? That's an apt analogy for searching everywhere and anywhere for the ideal condo. It's a recipe for frustration and lost opportunities.

You're much more likely to find a condo you love by targeting a specific area. There are several advantages to doing that:

- You're able to monitor new listings the moment they come up. So, you get an "early bird" head-start on seeing those condos.
- You're far less likely to miss out on listings because you only found out about them *after* they've sold.
- You gain a clear sense of how much condos in the community are selling for currently. Therefore, you can make an offer that's more likely to win, while avoiding paying too much.
- You can react to new listings faster and make offers quicker.

In addition, when you find a condo you like and make an offer, you'll have more confidence that you're making the right decision. After all, you will already know the area well.

Can you target two or three specific areas? Sure. The point is to focus your search. You'll find your dream condo faster if you do.

## Don't Forget these Arrangements when Buying a Condo

When you're shopping for a new condo, it's important to be prepared so that when you find a condo you like, you can make a good offer. With that in mind, here are some of the most common arrangements you may need to make for your condo search.

- **A pre-arranged mortgage.** Getting the financing arranged in advance is essential for two reasons. First, it helps to determine how much you can afford for a new condo. Second, having a pre-arranged mortgage will make your offers more credible. So, if you're thinking of moving soon, talk to your lender or mortgage advisor right away.
- **A professional home inspector.** Depending on the state of the market in which you're shopping, it's usually advisable to have a professional condo inspection done on a unit you're interested in buying. You don't want to buy a condo only to discover a kitchen plumbing issue that requires an expensive repair.
- **A sitter.** Whether you have pets, children, or both, it's a good idea to have a reputable sitter available, especially if you anticipate a long day or two viewing condos. Make those arrangements now, so when you're ready to search for a new condo, the question of "Who will look after the



kids?" won't be an issue.

- **Measurements.** Imagine buying a condo, moving your furniture, and then finding out the king-sized bed won't fit into the bedroom or the furniture doesn't lay out properly in the living room. That's why it's important to take measurements, especially of larger items. And, don't forget to bring your measuring tape with you when viewing condos!

The more prepared you are, the more successful your condo search will be.