

When You Can't be Away During a Viewing

When a potential buyer views your home, it's advisable that you not be there. That makes it easier for buyers to explore your home (without feeling like intruders) and imagine themselves living there.

But what if that's not possible for a particular viewing appointment? If you absolutely cannot get away — even for a few minutes — there are some things you can do to ensure things go well.

First of all, give the buyers space. Yes, it's okay to briefly greet them, but then retreat to one area of the home and let the buyers roam freely.

You can also offer to answer any questions they have about your home and the surrounding area. In fact, the buyers might appreciate that. Just resist slipping into a sales pitch. Instead, provide straightforward answers.

Of course, the condition of your home always plays an



important role. Ensure it's clean, tidy, and well-staged. If you have any pets that will be there during the viewing, make sure they don't interfere with the buyers. Not everyone is a pet lover! Ideally you can find some way to be out of the home while the buyers view it. Even stepping out for just a few moments can make a big difference. But, if you can't, these tips will help make the best possible experience for buyers.



Four Staging Ideas You Can Implement in an Hour

A buyer is seeing your home soon and you want to make some last minute improvements. What do you do? Check out these rapid-fire staging tips that take just an hour or two.

- Rearrange furniture for flow:** Move furniture to create open pathways, making spaces appear larger and more inviting. Pulling furniture slightly away from walls can also create a more designed look.
- Bring the outdoors in:** Grab a bouquet or a potted plant and place it strategically in the living room or on the dining table. It will add a splash of colour and bring a fresh vibe.
- Set the table:** A dining table set as if waiting for guests can be a charming touch. Think of a magazine-worthy "tablescape" with wine glasses, and some elegant napkins.
- Accent with neutral colours:** Have some neutral-coloured throw pillows or blankets? Place them on couches and beds. Neutrals appeal to a wider audience and make spaces feel comfortable and inviting.

In the end, it's all about showing off the home's best features and making potential buyers feel welcome. Just a few simple changes can make a big difference.

Deciding Between Two or More Ideal Homes on the Market

Imagine your search has been fruitful, and now there's a delightful dilemma: choosing between two or more homes that seem perfect. It's like being at an ice cream shop and trying to decide between your favourite flavours. Here are some tips for making your final choice.

- **Prioritize your must-haves:** Every homeowner has a list of non-negotiables. Revisit that list. Does one home tick more boxes than the other? Maybe one has a larger living room for entertaining but the other features a faster commute to work. Determine which of these is more crucial long term.
- **Consider the resale value:** Sometimes, a little forward-thinking can clear the fog. Project yourself into the future. Which property has a higher potential for appreciation? Factors like location, nearby amenities, and future development plans can significantly influence resale values.
- **Take another walk around the area:** Visit the neighbourhood during morning rush hour, midday, and evening. This gives a fuller picture of noise levels, traffic, and overall vibe. It's like dating; sometimes, the second or third date reveals quirks you didn't notice before.
- **Envision your daily life:** This may sound simple, but it's insightful. Walk through each house and imagine a typical



day. From brewing morning coffee to reading bedtime stories, which space feels more like 'you'?

- **Budget beyond the price tag:** The list price is just the beginning. Think about anticipated maintenance costs, fees, utility bills, etc. Sometimes the more expensive house can end up costing less when you factor in carrying costs.

After all the pros and cons, it may just boil down to intuition. Which listing made you feel more at ease? Which one evoked that "I'm home" sensation? All things being equal, trust your gut!