



Michael Draper
Your home, your way.

MAXIMIZING YOUR HOME'S VALUE



You've made the decision to sell.

Congratulations! That is a big step on its own. Now it is time to try to remove the emotion from it - recognize that your home is a product for sale, an asset that you can use to increase your wealth, and potentially fund the retirement of your choice.

I've identified some best practices for you to consider that will give you the best opportunity to sell your home for the highest dollar value, within your preferred time frame.



There will be some factors that you have no control over that can potentially affect market values - global economies, interest rates, political situations, etc. There are three things, however, that you have all of the control over that can ultimately make the biggest impact for you.

There are always buyers, no matter the economy, so do these three things well and your likelihood of a quick sale will multiply exponentially. Focus on:

PRICE - PRESENTATION - CONDITION

I would also suggest that a Real Estate Professional with some old fashioned street smarts, dedicated to looking after your best interests will also greatly increase your chances of selling for top dollar.

REMOVE

We want your home to look open, clean and inviting.

- Decide what you will keep, donate and sell, including clothes
- Any unnecessary items that you want to keep should be moved to storage
- Clean out the junk drawer and closets
- Put away the family pictures

REPAIR

Leave the renovations to the buyers, but take care of the little fixes you may have been putting off.

- Check all of your lighting is in good working order, change bulbs if necessary
- Fix cracked tiles, fill excess nail holes, fix leaky faucets

RENEW

Give it a solid cleaning and keep it clean and fresh smelling.

- Consider a fresh coat of neutral paint
- Don't forget to walk around the outside and consider your curb appeal
- Shovel the snow in the winter

WORK WITH PROFESSIONALS

Use a professional to support you through each of the steps.

If you are ready to get started, I would be happy to schedule a free consultation.

