

MAY 2022

NEIGHBOURS of Stonewall



YOUR HOME SELLER'S GUIDE

*Selling your home • Choosing the right realtor • Getting your home ready • Turn your home into a show home
Staging your property • Boost your home's curb appeal • Pricing your property • 5 top home selling tips*

SELLING YOUR HOME

Once you make the decision to sell your home, there are questions to consider. Should you go ahead and make repairs to the home or offer the new buyer an allowance for repairs? How should you stage your home? What improvements should you make? These are just a few of the questions to consider. We can help walk you through the process.

CHOOSING THE RIGHT REALTOR

You should be comfortable with your agent. It's important to interview your agent because you could be going for a roller coaster ride together to sell your home.

How long have they been practicing Real Estate?

How many listings do they currently have?

How long have the listings been on the market?

What are the expenses including commission?

What kind of improvements would they suggest to improve the chances of selling the house?

What is their marketing approach?

GETTING YOUR HOME READY

This is not simply throwing away old magazines and having a cleaning service come in for a deep clean. The idea is to prepare your home as their new house. To accomplish this, you need to think of your house as a marketable commodity rather than your home. Remove all emotion about your home from consideration. To get inspiration, try going online and looking at show homes. Builders spend a lot of time and money on interior design to optimize the appeal of a home for potential buyers.

TURN YOUR HOME INTO A SHOW HOME

When you visit a show home, you will notice that most of the rooms are missing many specific personalities. Personal & family photos, trophies, souvenirs should be boxed up and put into storage. You're going to have to pack them up eventually when you move into your new home, so why not go ahead and take care of that now.

YOU'RE NOT A FURNITURE STORE

When viewing furniture in your rooms, try and think of that room as a hotel room. Just the bare minimums are best. A bedroom should have a bed and dresser and maybe a desk and a chair if space allows. Just enough items for your daily living needs. Potential buyers come in all ages and life stages. Just because you have kids and your neighbourhood is full of elementary aged children, don't assume your new buyers will have kids. What you see as a cute play area, others may see as junk.

KITCHEN CLUTTER AND THE JUNK DRAWER

The kitchen is generally the heart of every home, so it's best to start there. Look at your counter tops. You will want to have those as clean and clear as possible. Yes, you may use the crock pot a couple of times a week and that toaster every morning, but your potential buyers will still see this as clutter. Store the crock pot and any other appliances not used on a daily basis below. Don't be scared of the closet monster for it can make you some extra money. Empty your closets out and make three piles. One pile for selling and/or donating, one for keeping and one for trash.



STAGING YOUR PROPERTY

The next step in preparing your home to sell is to do a thorough visual inspection of your home. Small imperfections can lead a potential buyer to question what other issues the home may have. You must disclose any known issues with the home to your buyer so it is often best to go ahead and address those issues before they can discourage another wise and interested buyer. In addition, most home buyers use the services of a certified home inspector to search for issues that may not be obvious. You may want to hire an inspector prior to listing the home so there are no surprises that could potentially derail your sale. You can then provide a copy of the inspection report to any interested buyers as an additional piece of information to help them make a purchase decision.

A WORD OF ADVICE:

Considering the low inventory and high demand market conditions prevalent in today's housing market, it is not only important, but necessary to be pre-approved for mortgage financing before you start your search. With home sellers receiving multiple offers to purchase resulting in bidding wars and over-asking-price offers, our team of lenders will ensure that you are informed of the various options available to you so that you can enter the market with confidence. The advantages of being pre-approved are as follows:

- Knowing what price fits within your budget
- Down payment requirement
- High ratio insured vs. conventional financing
- Rate guarantee
- Faster closing period
- Peace of mind knowing that your financing is already in place

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DID YOU KNOW?

Staging can increase the value of your home!

ON AVERAGE 32% OF HOMES THAT HAVE BEEN STAGED SEE AN OFFER VALUE INCREASE. WE RECOMMEND STAGING WHENEVER POSSIBLE.



CEILING AND WALLS

Inspect your ceilings and walls for paint stains, scuffs, crayon marks from kids, spider webs in the corner and make sure these issues are addressed before showing your home.

WINDOWS

Wash any windows that are too dusty or have fingerprint marks on them.

DOORS

Keep that WD40 handy and spray any doors that squeak when opening. Wipe down any scuff marks on doors. Make sure sliding glass doors and sliding closet doors move easily in their track.



PAINTING

Regardless of whether you have an old colour scheme or just plain white walls, painting is one of the least expensive (if you do it yourself) and most effective things you can do to increase the WOW factor of your home.



UNPLEASANT ODORS

It may not be noticeable to you as you are used to it, but pet smells and smoking inside create odours that are immediately noticeable to potential buyers when they walk into the door. Consider buying some plug-in odor eliminator products commonly found at your local grocery store and place them in various rooms throughout your home. Mild scents are best and pick one scent for the entire house.

TO SHOW YOUR HOME IN THE BEST LIGHT TO POTENTIAL BUYERS, HERE IS A LIST OF RECOMMENDATIONS:

- Turn on all the lights in the home.
- Open all of the window blinds and curtains.
- Make up your beds and put away dirty clothing.
- Clean up the floors and vacuum any carpets.
- Turn on some music - no metal please - and make sure keep it at a low volume.
- If you have a home theatre - put a movie on.
- Clean up the kitchen.
- Make sure the temperature is comfortable.
- Finally.... Leave the house, preferably before the buyers arrive.



EIGHT AFFORDABLE WAYS TO BOOST A HOME'S CURB APPEAL

Your home's curb appeal could be make or break for the amount of showings you have. In the same way curb appeal can attract potential buyers through your door, a less than spectacular home front can also be a detractor. From upgrading landscaping to refreshing paint, consider these eight affordable ways to boost your home's curb appeal and entice buyers to add your home to their "must see" list.



There are many ways that you can instantly increase your home's curb appeal without breaking the bank. Consider the ways that you can help your home for little to no cost. Doing any of these tips can help boost your home's resale value and get you top dollar!

1) UPDATE OUTDOOR LIGHTING

An easy way to instantly add interest and depth to an outdoor space is to replace dated fixtures with new ones. There are many lighting options on the market in a wide range of colours and styles. Most choices are quite affordable and you will be amazed at what a few dollars can do in upgrading the overall look of your outdoor space.

2) KEEP IT MOWED

A freshly mowed lawn is essential to boosting your curb appeal when trying to sell your home. Mowing your lawn on a weekly or a 10 day basis. Make sure to also allow time for edging and clear away any clippings before your house is shown to potential buyers. Keeping your lawn in top condition is always a good idea to boost curb appeal.

3) FIX THE SMALL THINGS

Do a thorough look through around the outside. Fix small things like a split in a window screen, tightening the mailbox, or replacing a burnt out lightbulb. Attending to these small things can add up when it comes to receiving an offer on your home.

4) ADD SOME FLOWERS

Pick up a few beautiful sets of flowers plant them in a pot next to the front door. Colourful flowers will add instant beauty to the space and welcome guests into your home.

5) TRIM UP SHRUBS

Get out your shears and trim up bushes and plants that have overgrown their spaces. All you need is a little bit of elbow grease to freshen up your landscaping.

6) TOUCH UP PAINT

You most likely have a can of leftover paint in the garage or basement. Use this to touch up areas of your house that could use a fresh coat of paint. Consider items like the mailbox, house numbers, or plant pots. If your front door needs some help consider painting it to add a fresh look to your home.

7) POWER WASH IT

You will be amazed by the amount of dirt a good power washing can lift from your home. Pay close attention to the outside of your home as well as the gutters, walkways and patio furniture. You can rent a power washer or better yet borrow from a friend.

8) ADD SOME MULCH

Picking up a few bags of mulch is a great way to add instant curb appeal to your landscaping. Mulch not only looks great but it also provides essential help to plants by helping them retain water as well as keeping weeds at bay. Simply add a few inches of mulch around trees and garden beds to instantly raise the overall look of your home.

LOOKING FOR IDEAS TO LANDSCAPE?

Along with over 40 different bulk products like topsoil, sand, and decorative stone, we also carry in stock a large selection of Barkman and Belgard brick and paver products in a variety of sizes and colours. From patio and driveway pavers, to retaining walls and landscape kits, even fire-pit kits, we stock it all. We're also an authorized dealer of Dekorra Faux Rocks designed to hide unsightly objects in your yard like well casings and septic tank lids. Available for all of your hardscape needs.



PRICING YOUR PROPERTY

Once you have decided to sell your home, you will probably have a ballpark idea of what you think your home is worth. This number is usually based on what you paid for it, the costs of upgrades you have added and what the neighbours' houses sold for. While your estimated number could be right on the mark or wildly off base, we have the proper tools to help you determine a realistic asking price.



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FULL SERVICE AGENT

A full service agent actively markets your property, not only to other real estate agents, but to prospective buyers via MLS listing, website listing, print advertising, video, drone, 3D virtual tours, online social media; facebook, instagram and youtube, plus traditional print media advertising. We may market your home via open houses, being at your home when other agents bring potential buyers over to view your home, and upgraded selling such as virtual tours. We will work with you to stage your home so it is shown in the best possible light.

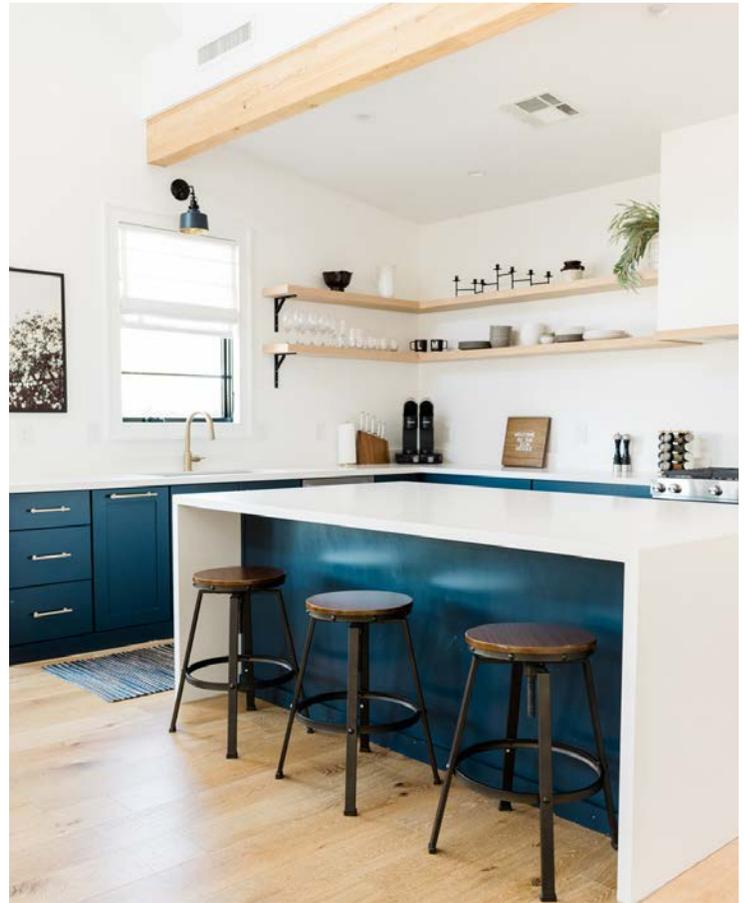
OUR TOP 5 HOME SELLING TIPS

1) BATHROOMS AND KITCHEN

Make sure that your bathrooms and en-suites all feel clean and “spa-like” and make sure that you keep it smelling fresh. In the kitchen, try to clean away any food or unnecessary cookware to really show off your countertops. Create a homey feeling by baking fresh bread or cakes and brewing freshly ground coffee, this can be your secret weapon in securing a sale, as smells tend to help people remember a property.

2) ALL ROOMS

Try to revert all rooms to their original purpose whenever possible. Potential buyers will not necessarily have the same needs or uses for the rooms in your home as you might have. It is always better to appeal to a generic buyer, for example: if the house started life as a five bedroom property and you’ve converted one room into an office or gym that can be easily reverted, then you should try to do it, as it may increase your chances of a sale, as well as the value of the property rising with the added bedroom.



3) ATTIC OR LOFT SPACES

Clean out any clutter and donate or sell all of the items you no longer need, unless it's an antique or a collectible, you probably put the items in the loft because you weren't using them regularly. Try to let go of any junk to show off the storage potential of your property.

4) LIVING ROOM

Pick up a few beautiful sets of flowers plant them in a pot next to the front door. Colourful flowers will add instant beauty to the space and welcome guests into your home.

5) GARAGE

Firstly, remove any lingering old junk and boxes. Try and clean up any dirt or grease spots if possible. Improve the visual appeal of your garage. Make room to assure the potential buyer that they can fit their car in the garage even if you don't park it there yourself.



INVENTORY IS LOW!! WE HAVE BUYERS & WE NEED SELLERS!!



Get your house sold
at a price that
makes you happy.

The real estate experts in Stonewall
and surrounding rural towns

Let us show you how we'll make
your move exciting and easy!
Connect with us today!



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With experts by your side,
you'll feel confident in
every choice you make.



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possibilities for your
next adventure.



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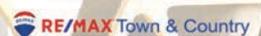
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