

## 5 Tips for Preparing for an **Early-in-the-Year Sale**

There are numerous reasons why you might need to sell early in the year. Perhaps you even need to sell this month! Whatever your reasons, preparation is key. Make the right moves now and your sale is likely to go smoothly and successfully.

Follow these tips:

1. Make a list of what needs to be done around the property to prepare it for listing. That includes decluttering, cleaning, getting needed repairs done, and so forth.
2. Schedule those tasks. On a calendar or planner, block out ample time to do everything on your list. Give yourself a time buffer because things can often take longer to do than expected.
3. Get help. You don't need to do everything yourself. Consider hiring a painter, contractor, cleaning service, and other professionals. Outsourcing can reduce a lot of the stress of selling while ensuring your property is prepared in time.
4. Dispose of unwanted items that may have accumulated over the years in the garage, basement, and closets. You can have a yard sale, sell stuff online, donate items to charity, or take them to your local recycling centre.



5. Free up your schedule during the period you expect your property to be on the market. You want your home to be accessible for showings as often as possible, giving prospective buyers a lot of flexibility when scheduling.

The idea is to get your property as “sales-ready” as possible — as early in the year as possible. That way, when it comes time to list your home, you won't have to scramble to get it ready. The hard work will be done and you'll be able to focus on selling your property quickly and for the best price.

Want more tips on preparing your home for sale? Call today.

## How to **Light your Home for an Evening Viewing**

When you're selling your home, you may find buyers who want to see it later in the evening, when it's dark outside. In that circumstance, effective home lighting becomes more important.

The best place to start is with exterior lighting. If you have soft ground lamps on the walkway, make sure those are turned on. That will make for a more pleasant and inviting trip up the walkway.

Do you have motion detection lighting? Make sure those are set to continuous

lighting. It can be jarring for a buyer to be hit with an unexpected beam of bright light when walking to your door.

Also, check the brightness of exterior lights. If they are bordering on blinding, replace the bulbs with lower wattage options.

Inside the home, keep curtains and other window coverings open. Although it may be dark outside, an unobstructed window will help make the room seem more inviting and spacious.

Turn on your full lighting system in the backyard. Make that outdoor space enticing for buyers to check out.

If you have dark areas in your home, such as a basement room or walk-in closet, explore ways to light it better.

Overall, you want the lighting to help buyers see and appreciate the best qualities of your property.

Want more advice on selling your home? Call today.

## Think, Act... Live!

“It is better to fail at originality than to succeed in imitation.” [Herman Melville](#)

“You can't be that kid standing at the top of the waterslide, overthinking it. You have to go down the chute.” [Tina Fey](#)