

# 100 ZINGERS to Make Buying or Selling Your Home More Successful



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*Valerie Zinger*

**Whether you are ready to buy your first home or are considering selling your last home, this book of little “Zingers” will help you evaluate your purchase choices or prepare for your sale. The trick of “Zingers” is to guess what the title really means in terms of introducing the content. Have fun.**

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### **1 Smokin' hot is not**

Before you put your house on the market, stop smoking in the house. If needed, wash and/or repaint the walls and ceiling and shampoo the carpet. No room spray will mask the odour of stale cigarette smoke. Open your windows before visitors arrive.

***Don't let smoke get in the Buyers' eyes.***

### **2 The price is right**

The right price for your home is what a reasonable buyer will pay in the current market in relation to same or similar properties. Your price as an owner, whether too high or too low, is often a reflection of your emotional value of your home. The objectivity of a realtor is essential.

***Don't be left guessing the value of your home.***

### **3 Wipe your hands of it**

To punch up your bathrooms, buy some new fluffy white towels. Before showing your home, hang the towels in all of your bathrooms. Do not use these towels until after your home has sold.

***Fluff and puff your bathroom.***

### **4 Get the edge**

To increase your home's curb appeal, edge your lawn around the walks, trees and flower beds. Fresh edging hints that you have been caring for the house and yard. While this may take an hour or more, it will be an excellent return on your invested time.

***Edge out your competition.***

### **5 Have you got the guts?**

Are your gutters so packed with debris that things are growing in the muck? There is definitely no market for a house with little maple trees growing in the gutters. Not only is it unsightly but it also risks water penetration into the house. Clean gutters allow water to flow away from the house.

***Have some guts.***

## **6 Pass the salt, please**

If it is the dead of winter, ice will form on the sidewalks and stairs. Make sure that you salt your walkways and stairs before showings. If you want, use kitty litter as an alternative to sidewalk salt. Imagine a real buyer trying to sign the offer with his arms in casts from slipping and falling on your property.

***Throw some salt over your left shoulder and onto the sidewalk.***

## **7 If I had a nickel for every....**

Are you going to change the drawer pulls and handles in your kitchen? Consider brushed nickel. This metal is very current, does not show all the finger prints of your spouse and children, and gives an instant update.

***This nickel is worth more than 5 cents.***

## **8 Black and white and red all over**

No, not the newspaper (*What is black and white and read all over?*) but colour. Every room in your home should have a touch of **black** for impact. If you are buying bathroom fixtures, you will not offend with **white**. Find a way to add a bit of **red** to the family room or living room, even just one flower.

***You won't want the buyer seeing red over your decorating.***

## **9 This little light of mine.....**

Yes, those low watt bulbs are fantastic for the environment BUT... if they take 2 minutes to warm up, buyers will have walked out of the room and not seen how wonderful your home is. For the days or weeks that your house is on the market, think increased wattage.

***Shine a little light on your sale.***

## **10 Pot**

Okay, none of *that* either but potpourri. Toss it out. The perfume is always almost toxic. Nothing says "sad and desperate" like a big bowl of dead leaves, acorns, pine cones and bark. Replace the morbid with fresh fruit – lemons or green apples.

***Say "Bye Bye" to the Pot.***

### **11 Lay down your weary head**

Buy some toss cushions. Winners/ Homesense stores have great pillow selections, some are dirt cheap. These will freshen up the living, family and bedrooms. If your dog sleeps on the sofa, you might want to put out the pillows only when there is a scheduled showing of your home.

***Feather your nest.***

### **12 As the curtain falls**

You want to get the final applause on your home. It is time to sell, sell, sell. Take down heavy floral drapes and replace with sheers that will let in lots of light. Update the window treatments at a reasonable price with readymade sheers, roman blinds or bamboo rollers.

***Be ready to take a final bow.***

### **13 Rest insured...**

As a buyer, you will legally have possession of your new home right after midnight on possession day. Your ownership happens even before you have the keys and sign all final documentation. It is not possible to transfer insurance from one owner to the next.

***Make sure that your house is insured the day of possession.***

### **14 Something is rotten in...**

The state of your compost heap. Are you maintaining it with a little water, some soil and no animal products? If not, remove your composter or the potential buyers are going to smell something rotting.

***Keep the sweet smell of success.***

### **15 Popcorn, perfume and lilacs**

Avoid offending potential buyers who have scent sensitivities. Follow the rules that are posted in many offices: No popcorn, no perfume and no flowers. After the sale, wear Brut and feast on curry dishes.

***Be cent sensitive.***

**16 Rub a dub dub**

If your new house has a whirlpool bath, clean it before using it. Run hot water until it covers all the jets plus a couple of inches. Add a cup of bleach and run the jets. Do this off and on for three hours. Drain and repeat one more cycle or until there is no more dirt.

***Only you in the tub.***

**17 Cesspool of mosquito breeding slime**

The lovely pond you installed in your backyard can become a cesspool if you do not maintain it. Make sure that buyers like this water feature. Keep the pump working; add some fish and a couple of water lilies.

***You will go from slime to sublime.***

**18 Candy is dandy**

....But weed killing is quicker. If you can no longer use chemicals to fight the annual weed battle, get out the knives and pointed shovels and start pulling up the weeds. A field of yellow dandelions may be attractive while they are in flower but that lasts only a few days and then you have a yard of weeds.

***Get up, get out and get rid of weeds.***

**19 Trap a buyer**

You might not find a buyer if you leave ant traps and mouse traps in view. We all know that those pesky critters can get in any house but why advertise that you are in the throes of a vermin battle. While your house is for sale, put away the mouse trap and the ant traps.

***Trap your buyer using only a quality house and good taste.***

**20 Itsy bitsy spider**

Almost every house in Ottawa has resident spiders. It seems our winter weather draws them indoors. Your job, before people come to view your house, is to take a broom and wipe down all the cob webs and to catch and release the spiders to the great outdoors.

***Arachnophobia could cause “your-house-no-phobia”.***

## **21 Shed the clutter**

Buyers will look in your shed. Before selling, declutter your shed. This is not a place to hide your excess stuff. Don't be tempted exclude the shed in your sale. It is too much trouble to dismantle and not likely to make the trip. Make it part of the real estate you are selling.

***Appeal to the gardening crowd with Home and Gardens Magazine shed.***

## **22 Is this a lemon?**

When selling your house put out a big bowl of lemons or a big bowl of apples. Fruit lasts longer than flowers but still gives an organic impact. Watch out that they do not go bad. After the sale...

***If your sale has handed you a big bowl of lemons, make lemonade.***

## **23 Just fence me in.**

Unlike the Lone Ranger, free to roam with Silver across everyone's property, your city yard is improved with a good fence. It will keep the dog in the yard and your kids out of the neighbours' yards. Make sure your fence is in good shape before putting your house on the market.

***Good fences make good neighbours and a good sale.***

## **24 What's your plan?**

If your yard is covered by 3 feet of snow, how can a buyer know what it looks like? Draw a plan of the yard with the location and names of as many of the trees and perennials as you can remember. This summer, take some photos of your yard.

***Leave (every pun intended) the plan for buyers to see.***

## **25 Walk the plank**

Under the old tatty carpet is a base for installing wood floors. If you are lucky, there is hardwood there. Can you lift the carpet and refinish the floors? You might install new hardwood. If you want a premium price for your home, make sure that you have installed premium flooring.

***Buyers will dive in for a sale if they have walked the plank.***

**26 I can see clearly now**

In spring and in late fall, wash your windows inside and out. If you live in a new development or near construction, you will want to wash your windows more often. Afraid of heights? Hire help. There are lots of companies with ladders and climbers willing to do your second and third floor windows.

***Let the sun shine on your sale.***

**27 Are you in a flap?**

Can you hear the toilet tank refilling all by itself. Your rubber flapper is either worn out or not sinking on centre. Don't let the buyer get in a flap and think you have major plumbing problems. Do a little repair job.

***Stop leaking water and buyers.***

**28 Soap gets in your eye**

If your shower or tub shelves have a myriad of bottles of shampoo, shaving lotions, bath oils and conditioner, you may want to buy a plastic carrier that keeps the bottles together and can be put under the bathroom sink after each bath. Don't have the buyers think you are a Shoppers Drug shareholder.

***Work to get a clean deal.***

**29 Shine on harvest moon**

Leave your outside lights on while your house is for sale. This will make it easier to find your house in the evening and will prevent potential buyers from tripping on your walk or steps due to inadequate light.

***Don't depend on moonbeams to light the way to your sale.***

**30 Crystal clear**

If you are worried about bad karma coming from the neighbours, buy a small crystal pendant to hang outside, near a door or window that faces the neighbour. Before hanging it, cleanse it with salts to remove any negativity. Feng Shui principles say that the crystal will bounce the negative impact back.

***A good feeling when entering a home may just be the work of crystals.***

**31 Dead is so yesterday**

Look around your home for **anything** dead and pack it now before your house goes on the market. Check out the dried wreaths and arrangements, the flowers from your wedding, anything in an urn, mounted fish and animal heads, and any bugs, mice or other things the dog or cat may have dragged in as a gift for you.

***Make your house overflow with life and vitality.***

**32 Julie Andrews**

Appeal to all of the buyers' senses. Your home is enhanced with leaving Ipod, satellite radio or CDs playing. Pick background music. I like almost anything done by the Marsalis family, Ottmar Lieber, Kenny G (now that he likes Canada), Norah Jones or any light classical/ instrumental music.

***Make your sale come alive with the Sound of Music.***

**33 Touch with your eyes.**

As a buyer, if you are at Open Houses or out looking with an agent, please remember to touch the sellers' things only with your eyes. Unless things like the furniture and fridge are part of the sale, there really is no need to touch them.

***Respect the sellers' possessions and privacy.***

**34 If you can't see me**

When shopping for a home, it would be nice to be able to leave children with a sitter so that you can focus on your housing needs. If you cannot, then you might want to start the "If you can't see me, then you have gone too far." policy. This lets children know not to wander unsupervised through a home.

***For the seller, out of sight is not necessarily out of mind.***

**35 Birds of a feather**

There is no way to make your house appeal to every potential buyer. However, there are a lot of people with ornithophobia - a fear of birds. If you have a cage or two of birds, you might want to put a cover on the cages when visits are scheduled.

***Alfred Hitchcock may not be one of your buyers.***

**36 I've got a bone to pick with you**

Buyers cannot see the infrastructure or “bones” of your house. Please leave a list of upgrades and improvements not easily noticeable - new windows, increased insulation, new roof, etc. If you have bought the best, let the buyer and building inspector know.

***Make no bones about your home improvements.***

**37 Break the bank**

There is loyalty and then there is economic savvy. Shop for a mortgage. Your bank may give you the best deal but you want to know it. Visit a mortgage broker to see if they can find you something better. What may shock you is that they sometimes get a better deal for you at your own bank!

***Do more than check your piggy bank when financing your house.***

**38 Twinkle, twinkle, little star**

I have seen lots of children's rooms with glow-in-the-dark celestial stickers on the ceilings. If you have some of these stickers, take them down and repair the ceiling before putting your house on the market.

***I wish I may, I wish I might  
Get rid of these decals tonight.***

**39 Baa, baa, black sheep**

Are your food cupboards *jam* packed? Buyers want to know if there is room to store their things in your house. If you have an over abundance, you may want to collect up some of the duplicates and triplicates and donate them to the Food Bank.

***Yes sir, yes sir, three bags full.***

**40 The man cave**

Sometime in recent history, the basement became “man territory”. At all Open Houses and home viewings, men stop, inspect and assess the basement for their future playground. Is there some way to show off your basement and its potential?

***Go ape.***

**41 Saints preserve us**

All kinds of sellers, not just Catholics, have created a market for plaster statues of St. Joseph. St. Joseph, the step-father, was a carpenter. He is the patron saint of real estate and home sales. The belief is that burying the statue, upside down in your yard, will hasten a home sale.

***For those wanting to try: buy, bury, pray.***

**42 Sign of the times**

Some people do not want a “For Sale” sign in front of their homes. I highly encourage you to agree to a sign. It lets neighbours and passers-by know that your home is available. When you are selling, use every form of marketing available

***What is your sign?***

**43 Nip it in the bud**

Have you placed bouquets of flowers around your home? It is important to give the bouquets fresh water and pinch off the dead flowers and wilted buds before showing your home. Skunky water and dying flowers may be more noticeable to buyers than your layout.

***Have your house sale flower.***

**44 Exact estimate**

(as if) When you are pricing your home, you will want to know the sold price of other homes in your neighbourhood. Using this information, you can adjust for the plus and minuses of what your home contains. One less bathroom, one more parking spot, no updates, lot size differences, etc.

***The only perfect price is what a buyer will pay.***

**45 Abundance**

Feng Shui principles talk about exposed empty vessels not being good chi. If you have empty vases, canisters, jars, jugs, or other containers in the open, think about putting something in each, if only a penny, flower, or stone. It is not about the quantity so much as about the emptiness.

***Little things add up to abundance.***

**46 Organized mess**

A mess is a mess. I know people who call their office an “organized mess”. This must mean that they know where everything is. When you want to sell your home, put things away and clean up your “organized mess”. You will have to do this when you pack to move so...

***Why wait for a sale?***

**47 Authentic reproductions**

Are you considering installing “authentic man-made stone” on your walls or “looks-like-granite” on your counters. Resist the temptation. If you cannot buy the real thing, buy something that looks like what it is – a painted wall or a terrific laminate counter.

***Simply true is better than fake.***

**48 You are only a phone call away**

You have put in an offer or a counter offer on a house with 24 hours irrevocable. Can you head out to the cottage for 24 hours? NO!!! Stay in town and stay close to your cell phone. Sometimes the turn around time on an offer is only a few minutes.

***Reach out and touch (your cell phone).***

**49 As dead as a doornail**

And that is dead. When the deal does not go through, mourn for an hour. You may have started dreaming and planning based upon that sale. Now I want you to get your house ready for the next showing OR tune up the MLS listings and restart the hunt.

***It is not over until the agent sings.***

**50 Hindsight is 20/20**

In the category of could have, should have and would have, put aside your regrets. Learn from what went right or wrong and *move* on to next steps. If you sold, remember what worked. If you bought, love your decision. Cognitive dissonance aside, reaffirm your choices.

***Everyone will tell you horror stories. Create your own fairy tale.***

### **51 Bed head**

Bed head shows a lack of caring; so does not making the bed before leaving the house. When your home is for sale, you can never tell when someone will want to get in to see it. You may not have the chance to get home and tidy up before visitors arrive. Pull up the duvet and fluff the pillows.

***You make your bed not lie in it.***

### **52 Keeping up with the Joneses**

When buying, look for a house that fits in the neighbourhood. The best house on the block may not bring the price of a similar house on a better block. On the other hand, the worst house often has an improved value just on the basis of the neighbours' homes. You might strive to keep up with the Joneses but...

***Try hard not to exceed the neighbours.***

### **53 Table dancing**

You might want to show off how big your dining room is by taking out the leaves in your table and pushing in the chairs. It looks like a lot of walk-around space. In fact, as long as there is some room, *leave the leaves* in the table. Most Buyers want to know if a crowd will fit around the table at Thanksgiving.

***Whether dancing or eating off it, your table should be big.***

### **54 Rolling in dough**

From the return on the sale of your home. This is what happens when you make improvements in your home. In most cases, spending some money before selling your house will result in an improved sale – sooner and at a better offer.

***Spend a few bucks to make a lot of dough.***

### **55 Think small**

Volkswagen had this slogan and so should you when you are parking cars in your driveway. Think of a small number like 1. If I drive by a house for sale and there are 4 cars piled in the driveway, I wonder what is wrong with the garage.

***Small in number and, maybe, small in size.***

### **56 Because I'm worth it**

Not only should your real estate person be worth the commission but so should your home be worth the price. L'Oreal knew how to appeal to the buyer. Luxury because you are worth it. Upscale your home with a few things that will appeal to pride. Make sure buyers know that these are part of what makes the house "worth it".

***Give your Buyer value for money.***

### **57 Clutter in not sexy**

Especially any clutter that relates to your private, keep it to yourself (hopefully), sex life. If you are moving, pack your "toys" yourself. If your house is for sale, do not leave any of your "supplies" in cabinets or closets where buyers will look. If you have a stack of DVDs with raunchy covers and titles put these away or pack early.

***If Debbie does Dallas, who is doing your home?***

### **58 Nothing runs like a Deer(e)**

Are you selling a large piece of property or a tiny postage stamp of a yard. No matter the yard size, mow the lawn regularly. If it is the fall then you need to rake and if it is winter, shovel the driveway and sidewalks daily. If it is really bad weather, you might have to clear snow more than once per day.

***Having the proper yard equipment will make the job easier.***

### **59 Dog days of summer**

Selling your home will cost you money. One thing you should be prepared to do is leave your air conditioner on during the day even if you are not home. Make your home comfortable for buyers. The more comfortable your home, the longer the buyer will stay to consider the purchase.

***Don't leave your house wiener roasting hot.***

### **60 Your place or mine?**

Of course I am talking about fireplaces. If you have a wood burning fireplace, sweep out all of the debris and set up, but do not light, a log fire. If your fireplace is fuelled by gas, consider dismantling it to clean the glass thoroughly and then putting it back together. Buyers love to turn on gas fireplaces when viewing homes.

***Make sure you can light the Buyer's fire.***

### **61 Grate expectations**

Have you got a city water grate in front of your house. If so, keep it clear of leaves in the fall and of snow and debris in the spring. A plugged grate will cause water to pool. Sometimes this is the only place for the buyer to get out of his/her vehicle.

***Stepping into a puddle will grate on the buyers' nerves.***

### **62 Closed until further notice**

Have you such an extensive book and video collection that friends and relatives constantly visit to borrow items? If you are selling your home then collect all outstanding loans and close up your lending library. Pack or give away most of your collection. Keep only a few items just to hint that books will fit on the shelves.

***Don't distract the Buyer with your collections and clutter.***

### **63 A dirty cover-up**

Do you remember when toilet seats were covered in chenille fabric that matched the toilet tank cover, that matched the bath mat, that matched the toilet mat? These little bits of historical decorating still remain in people's homes, and I don't mean just Grandma's. You can still buy these sets!!

***Toss the covers and mats and reveal all.***

### **64 Scattered to the four corners**

Toss those bitty scatter mats that you have in your bathrooms, entrances, doorways, halls, under the dog's dish, beside your bed, under the foot stool, near the fireplace, by the back door, beside the washer and dryer and near the work bench in the basement. Almost every scatter mat is a decorating disaster and..

***An accident waiting to happen.***

### **65 Oddly enough**

Visually, the eye finds odd numbers of things more appealing than even numbers. For example, 3 pictures grouped on the wall, 1 table book on the coffee table, five candles in a dish. Finds ways to decorate using odd numbered things.

***The truth is "odder" than a fictional sale.***

**66 It's beginning to look a lot**

Like Christmas and it shouldn't unless it is December. Don't try to sell you house with the Christmas lights still attached to the eaves troughs and the trees. Yes, we can see them. Also, who are you trying to fool by putting on the icicle lights in summer as though it was a lighting feature.

***The song is ancient history as should be your lights.***

**67 Keep your smalls hidden**

Even if you wear the granny size white wide load undies, rinsing them and leaving your smalls hanging for visitors to see is just bad taste. Make sure your hand laundry and line drying does not expose you to the viewing, judging eyes of buyers.

***Do not expose your fruit of the loom.***

**68 Habitat for all of humanity**

If there are any surplus building materials in mint condition that you have from renovating or from finally cleaning your basement and garage, consider donating these to the Habitat for Humanity stores. We are all concerned about the environment. Keep your still good things from filling a landsite.

***Reduce, reuse and recycle.***

**69 Waste not, want not**

Just before you leave home each day, empty your wastepaper and kitchen garbage. It is a small thing that some buyers may notice – consciously or not. Kitchen garbage tends to smell after a very short time. Other garbage just looks messy and maybe a bit unsanitary.

***Don't waste time on selling your home.***

**70 Ninety-nine bottles of beer on the wall**

...but not when you are selling. Pack up your collection of empty wine and beer bottles and make a little money returning them. If you do not have the time, leave the bottles in your blue box and someone may come by on garbage day and take them from the box for their value.

***Bottle up your sale.***

**71 If you can't say anything good**

One element of good negotiating is to focus and say only good things about what you are trying to buy. Having a long list of negative comments will make the seller annoyed and may result in the seller walking away from the deal. You want to buy at the right price but not humiliate or anger the seller. ***Don't say anything at all (let your real estate rep do the talking).***

**72 But I spent good money on that**

What? As opposed to drug money? Get real. If your house is packed to the rafters with your clutter and you cannot have people come visit then forget about selling your home. Wait until the good money from your sale surpasses the "good money" spent on your clutter.

***Thousands on clutter, hundreds of thousands on your house. You decide.***

**73 Is it a viewing or a showing?**

When your real estate company calls to schedule a visit they may call it a viewing or a showing. Showing is like showing off the good features of your house. A viewing is like going to the funeral home the night before the ceremony. Keep your showing alive with a clean house, no dead plants and no bad smells.

***Ensure that you have a showing and not a viewing***

**74 Hide and go seek**

You just got the call that someone wants to see your house. What do you do with all the stuff not put away. Have a couple of boxes under the bed and load them up. Buyers don't look under the bed. If it is bags of stuff, put them in the trunk of your car. Get them later and put your stuff away when you have the time.

***A quick tidy can just be hiding your stuff.***

**75 DOM Perignon**

In the real estate world, DOM is days on the market. In a sellers' market with a reasonably priced home, the DOM will be very short. In a buyers' market, there may be a few more days before you ...

***Pop the cork on your sale.***

#### **76 Rack it up**

Always put away your dish drying rack before leaving for work or showing your home. This is especially true if you have a dishwasher. A drying rack takes up valuable counter space that can best be shown off when there is nothing on it. It may make the Buyer think the dishwasher is broken.

***Don't drain away a sale.***

#### **77 Sized, sealed and delivered**

If you are putting up wallpaper or are trying to take it down, you will know the value of sizing the wall, sealing any new drywall and buying good quality paper. In all cases, it is easier to put up, maintain and take down.

***Don't just paper over the cracks.***

#### **78 Done in good taste**

What is good taste when preparing your home for showing? Many sellers have an attitude of "My house, my taste". When it comes to selling, try to remove yourself from the house and set it up so that anyone can imagine living in your home. Pictures of Elvis on velvet and dogs playing cards are best packed away early for your next home.

***When it comes to taste, taupe is not just a five letter word.***

#### **79 Jingle Bells**

Do you still have Christmas decorations such as Santas and creches in your yard and in the house? Is it between February and November? Even if you are proud of your seasonal collections, buyers may not see it the same way. In fact, to most buyers it will look like clutter and laziness. Pack your decorations as soon as the season is over.

***Oh what fun it is to – have a sale.***

#### **80 Benny and C2**

Thinking of painting before selling or after buying? Benjamin Moore paint is worth the extra few dollars. You will have a nice finish and you will not have to paint several coats to cover the previous colours. I also recommend C2 paint at Randalls. There is a difference when using quality paint.

***Colour your house sold.***

### **81 Flat or eggshell?**

What level of gloss should your paint be? Flat paint is good for new builds with no flaws in the walls (watch out for nail pops). Eggshell or very low gloss is going to be the best choice for most walls. If you are painting trim, look for a semi-gloss. It is good for wiping off fingerprints and for the contrast between the trim and the walls.

***Paint the town red (after your sale).***

### **82 Kitchen clean-up**

Are you going to paint the kitchen? Most of us have been using the kitchen for cooking which means grease. Even the best fans cannot pull out 100% of the air borne grease. Before painting, clean the walls and cupboards with a solution of TSP (Tri sodium phosphate). This will cut the grease before putting on a base coat and then the colour.

***Try Sprucing with Paint***

### **83 Black sheep of the family**

Did your teenager, the black sheep in the family, insist on black/navy blue/blood red/forest green walls in his bedroom? These walls are going to require three or more coats of primer and paint just so you or the buyer will not see the colour bleed through? Start painting those walls now.

***Baa, baa Black Sheep, have you any white?***

### **84 Towel dry**

Buyers have aversions to other people's bathrooms. It may be a perception of germs or just current phobias. In any case, if you want your bathrooms to look extra clean, hang fluffy new towels before every showing. New towels add a clean sanitary-looking touch.

***Towel dry your sale.***

### **85 Toilet tank cover and fancy seat**

What? If you have them and use them, store them away until after you move. I know that in summer the tank "sweats" but during the sale just towel off the humidity. If you have a 'fancy' wooden seat, store it as well. Those seats make your house look old.

***Don't flush away your move.***

**86 Bathroom carpeting**

Is there carpeting in your bathroom? Look at replacing it with tiles. A bathroom is not large. Tiling will take a bit of time in the confined space but the tiles will not cost a fortune. Buyers want to see clean, hygienic flooring. If it is already tiled, clean the grout and replace tiles that are broken or chipped.

***Are you floored?***

**87 Six litres of water**

Not every low-flow toilet is able to handle waste. If you have to replace one of the water guzzling old toilets that actually functioned and wonder what will work, look for a dual flow tank, talk to the sales people and/or go on the internet to find evaluations of toilets using 6 litres that will leave you .....

***Flushed with Success.***

**88 This isn't Kansas any more**

Have you heard of Toto plumbing fixtures? Are you selling in an up market and want your bathroom to stand out among the competition? Look for the Japanese bathroom fixture brand Toto. They are enormously popular in high end homes and motels. It may be a case of "Snobbism" but

***A Toto may give you a Royal Flush***

**89 Curtains**

Did you know that you can wash the plastic liner behind your shower curtain. After washing it in the machine with a few towels, hang the curtain. You know not to put it in the dryer. Most mildew and spots on the curtain will be gone. If not, an investment of less than \$10 to buy a new liner will be well worth the money. Boy can those curtains stink!

***Why save \$10 to lose a \$289,000 sale?***

**90 Five bottles of Toilet Duck**

You have found deals on shampoo, deodorant, toilet cleaner, etc and bought several bottles of each. If you are going to sell your house, stop buying large quantities of products. A stockpile makes your space look cluttered. Having two of each is like royalty...

***An Heir and a Spare is enough.***

### **91 Caulk it up to experience**

Look at the caulking around your sinks and tubs. Is the caulking discoloured, mildewed, missing and in bad shape? There are tools to remove caulking. Buy one and get started. Not only will it refresh the look around tubs and sinks but it will also improve the seal to keep water from leaking into the base.

***Seal the deal.***

### **92 Toilet bowl cleaner in the sink**

Are you trying to save money by using the toilet bowl cleaner to also clean the bathroom sink? Many toilet bowl cleaners are highly corrosive. Over time, the cleaner will eat away at the metal on your metal sink stopper. Replacing the sink is going to cost much more than what you are savings by using the toilet cleaner for a dual purpose.

***Don't let the cleaner eat away your savings.***

### **93 Key to success**

When you have an Open House, remove all of the keys that are hanging by the back and front doors. Not everyone is a thief and not everyone will want to steal your keys for later re-entry into your home but why test this. The best advice is to put away all of your spare keys for doors and vehicles until after everyone has left.

***Don't lock the door after the "key" has bolted.***

### **94 Pre-sale check Up**

For \$300 - \$450, you can have a home inspector do a full house inspection – in advance of the sale. Why would you do this? First, it will give you an opportunity to repair major issues that would prohibit a sale and, second, you could offer it to a home buyer as part of the purchasing package.

***An ounce of prevention is worth a pound of cure.***

### **95 Parking lot mania**

On the day of your Open House, move any cars, that you are not using, to a parking lot near your home. Who cares what kind of car you own? Leave the driveway and the front street open for your visitors. The empty garage will allow the Buyers to imagine their own cars being kept safe and dry.

***Park your pride of car ownership.***

**96 Ding dong – Knock knock**

Ring the bell or knock on the door when you visit an Open House,. You do not have to wait for the salesperson to answer as he or she may be occupied with another group of visitors. It is polite to let the agent know that you are entering the house. If the home is For Sale By Owner, wait for the owner to answer the door.

***Knocking and ringing will get your foot in the door of the sale.***

**97 Search and rescue**

You will be getting a packet of documents ready when selling your home. Don't forget to find the receipts for such things as testing your water and cleaning the septic tank, having the chimney swept, having the vents cleaned, having the annual furnace inspection, etc. While not required, these will give your house a...

***Clean bill of health.***

**98 Freebies**

Everyone loves something for free. When your house is for sale, think of including something like lawn furniture, or a home inspection. Be gracious and generous. Put out a plate of cookies and coffee for second bookings. You want people to sit and imagine themselves living in your house. It is time for the Buyers to...

***Wake up and smell the coffee.***

**99 More about abundance**

No one wants to appear cheap. Buyers don't want to buy a house where the owner may have made the wrong economies. When showing your home, make sure that there are full rolls of toilet paper, Kleenex in the boxes and all visible jars are full. You want the Buyers to refer to your house as:

***House Bountiful***

**100 Represent and warrant**

In the Offer to Sell, the owner usually is required to represent and warrant that all fixtures and finishings will be in working order when the new owner takes possession. If there is a pool, the period will extend until spring when the new owner can determine that the pool is in full working order. If you are selling, ensure that you leave everything in good repair.

***You will not want to make many unhappy returns to your old house.***

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