



Greetings!

Remember **March 14th** at 2:00 a.m. - you set the clocks ahead one hour (Day Light Saving Time); **March 15th** - March break begins; **March 17th** - St. Patrick's Day

I am always on the lookout for information that can benefit my clients. I hope you enjoy this edition of my newsletter and will share it with friends and family members. Check out my website HomesListed for more useful tips.

It's amazing how a great first impression can add thousands to your selling price. Our first article shares some fantastic tips on how to prepare your home for sale.

Winter can take a toll on your home so you'll want to protect its value with a spring tune up. Our second article includes a checklist that'll help keep your home in tip top shape.

Finally, minor changes to your body language can make a huge difference to how you're perceived. Our third article offers some tips that'll help you feel and appear more confident.

Thanks for taking the time to check out my newsletter. Please let us know if you have any questions or comments regarding the articles or real estate in general -- I would love to hear from you!



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Preparing Your Home For a Successful Sale

Properly preparing your home will make a huge difference to how much it sells for. Although it requires a bit of planning, the following ideas can be implemented with just a small investment of time and/or money:

1. **Curb Appeal** - Home buyers form their opinions as soon as they pull up so first class curb appeal is key. Create the best first impression possible by keeping the grass cut and the yard tidy. Also, paint or wash the exterior of your home and clean the windows. Finally, replace the clutter on your porch with a few pots filled with bright flowers.
2. **Comfort** - Buying a home is an emotional experience. When people view your home, they need to imagine themselves living there. You want to make them feel comfortable so go through each room and de-personalize it as much as possible. Take down family photos, personal knick knacks, kids' paintings and anything else that'll make them feel like they're intruding on your personal space.



3. **Declutter** - Most buyers can't see past someone else's clutter. Your home will appear much smaller when it's packed full of "stuff". Clean out your closets, garage, basement and attic. Buyers are trying to imagine what they'd do with these storage areas so make them appear as large as possible. If it's stuff you don't want to part with, put it in storage. If it's junk, now's the time to get rid of it.
4. **Appearance** - Repair things like leaky faucets and ripped carpeting so your home won't appear neglected. Buyers will size up each and every room but they'll also be checking out cupboards and drawers -- everything including under the kitchen sink. Hang clothes up neatly so that closets look as roomy as possible. Finally, a fresh coat of neutral paint will revive your home and make it appear fresh and spacious.

It's often the little things that make a big difference when you want to create a winning first impression. If you want to get top dollar for your property, investing a bit of time and money into transforming your home for showings will be well worth the effort in the end!

Get Your Home in Shape For Spring

Our homes, like us, need regular checkups to stay healthy. Identifying and correcting minor issues now will help you avoid unpleasant surprises down the road. This simple spring checklist will help protect the health of your second biggest investment:

- **Roof** - Repair missing or cracked shingles.
- **Outdoor Wiring** - Check thoroughly for wear and tear.
- **Deck/Patio** - Check for safety hazards such as loose railings and rotten boards.
- **Foundation** – Inspect interior/exterior walls for cracks and signs of moisture.
- **Gutters** - Clean gutters/downspouts and make sure they direct water away from your home.
- **Safety** - Inspect smoke and carbon monoxide detectors and review your family's fire plan.
- **Landscaping** - Cut back trees/bushes that touch the house and remove any dead branches.



Home is where the heart is so do your best to keep it healthy. Regular maintenance of your home and yard will save you time and money in the future. You'll also be much more relaxed come summer knowing that you won't be in for any nasty surprises.

The Body Language of Confidence

A person's body language usually says more about them than the words they actually speak. There are many occasions where we want to convey confidence so here are a few body language secrets that'll set you apart:

- Use a natural tone, volume and pace when you speak.
- Use your hands for gesturing instead of sticking them in your pockets.
- Avoid fidgeting as it shows you're disinterested, bored and/or nervous.
- Give a strong handshake while looking into the person's eyes with a relaxed smile.
- Stand up straight in a relaxed posture with your hands occasionally behind your back.



Feeling and appearing more confident starts with the way you use of your body. Think about it -- if you're slouching with your head down, you'll feel as down as your body looks but straighten up your back and smile with your head held high and you'll feel on top of the world!

PS Feel free to pass this newsletter on to friends and family members who may benefit from its resources. If you received this email through a friend or family member and would like to join our mailing list [click here](#) and type subscribe in the message box.

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