

## Creating the Ideal Working Relationship with Your Agent

If you're working with a landscaping contractor, you want to develop a good working relationship with that professional, so you can avoid delays, stress and other issues. After all, the last thing you want is a tree planted in the wrong spot because of a misunderstanding!

The same holds true when working with a real estate agent. Whether you're buying, selling, or both, you want the process to go smoothly and successfully. Creating an ideal working relationship with your agent is an important step toward making that happen.

How do you do that?

First, ask your agent to go over the process with you. If you're selling your home, you want to understand the steps the agent is going to take. That way, there will be fewer surprises. In particular, you'll want to discuss how viewings will be handled. You'll need to come to an agreement as to when your home will be available for viewings, how short-notice viewings will be handled, and whether or not "lockbox access" will be needed.

Don't be afraid to ask questions, even if you're worried about seeming to be naive. (You won't!) You don't want to have unanswered questions or concerns between you and your agent.

Also, know that misunderstandings and mistakes can happen in any relationship with a professional. So if an issue comes up, discuss it right away. Don't let it fester.



Finally, remember that your agent should be a professional like me, with expertise in buying and selling in this market. When I make a recommendation regarding pricing, prepping your home, viewings, etc. remember that I am working in your best interest. I want to sell your property, quickly and for a good price, just as much as you do!

Looking for an agent you can trust? Contact me today!

## How to Boost Your Home's Curb Appeal

Ideally, you would like buyers to wait until they've viewed your whole property before they judge it. However, the reality is, buyers start forming an impression of your home as soon as they see it from the curb. So, it pays to do everything you can to improve your property's "curb appeal".

Here are some ideas:

You can improve the impact of your landscaping by trimming hedges, removing any unsightly weeds, and cutting the grass. Planting just a few fresh flowers can make a big impact.

If your main entrance door is old, a fresh coat of paint will make it look like new. In some cases, the effect is significant.

Remove any items that might distract the buyer from forming a good first impression. For example, garbage cans, stored items along the side of the property, etc.

Make sure the curtains and blinds on your front windows are open during viewings. That will make your home look more friendly and appealing.

If your driveway has grease stains and other

blemishes, consider renting a power washer and giving the driveway a thorough cleaning.

Clean your front windows. If possible, also clean the exterior panes.

Finally, if possible, park your vehicles on the street and away from your home. Doing this will not only make your home look more inviting to buyers, it will give them a convenient place to park.

Most of these tips can be done in less than a day. Yet, they can make a big difference in your home's curb appeal. They are worth the effort!

## Think, Act... Live!

"Life is like riding a bicycle. To keep your balance, you must keep moving." [Albert Einstein](#)

"Mistakes are the portals to discovery." [James Joyce](#)

"A goal without a plan is just a wish." [Antoine De Saint-Exupery](#)