

## Light Your Way to a Faster Sale



Remember the last time you visited an upscale furniture showroom? The furniture and fixtures on display probably looked great. The colours and textures jumped out at you. It was a feast for the eyes!

There is a good reason for this: lighting.

Of course, the quality of the products has a lot to do with how appealing they look when on display. But smart retailers know that proper lighting is key to making those products look their best. In fact, some retailers even hire lighting consultants!

What does this have to do with selling your home quickly, and for the best price?

Obviously, when showing your property to potential buyers, you want your home to look its very best. Proper lighting can be a big help.

When preparing your home for sale, review the lighting in each room and make sure the space is sufficiently well lit. You want the lighting to be strong enough to prevent dark or shadowy areas, yet not so strong that it's uncomfortable for the eyes.

As a rule of thumb, the total wattage of lights in a room should equal the room's square footage times 1.5. So, if a room is 120 square feet and has three light sources (ceiling light and two lamps) then the bulbs in each should be 60 watts.

Pay particular attention to traditionally dark areas, such as the garage, basement, and closets. Make sure those areas are well lit.

If you have a viewing scheduled during the day, take advantage of natural light through windows. Open the curtains!

Finally, one of the most important areas is the foyer. Always make sure the entrance has sufficient lighting. You don't want buyers to think they've entered the home of classic TV's *The Adam's Family*!

Want more ideas for preparing your home for sale? Call today.

## Doorways to Better Living Spaces



When people renovate or remodel a room, they almost always overlook the door. However, changing the style of an interior door, or adding a new one, can dramatically change the look of a living space – often for the better.

The most common type of door is the traditional solid 6-panel door. But there are many other choices available. Want to add light and a greater sense of space to a room? Consider a door with glass panels. Do you have an interior door that gets in the way

when opened? Change it to a bi-fold door, which cuts the distance of the swing in half.

There are also specialty doors that are designed to block noise, and sliding doors that tuck neatly into the wall when opened.

Interior doors are typically much less expensive than their exterior counterparts. So making the decision to upgrade or add a door to a room is an affordable design option.

Visit a door showroom and explore what's available.

## Think, Act... Live!

"We are what we repeatedly do. Excellence then, is not an act, but a habit." Aristotle

"There's no shortage of remarkable ideas, what's missing is the will to execute them." Seth Godin

"Every accomplishment starts with a decision to try." Anonymous