

## Should your Home be in “Move-In” Condition when you Sell?

Imagine you're shopping for a car. You find one that's a suitable model, a recent year, and hasn't been driven a lot. The price is right, too.

But, there's a caveat.

The paint is worn off in several places. The driver's seat upholstery is torn and requires repair. And, the tires needed to be replaced... a long time ago.

Would you still buy it? You might. However, unless you enjoy fixing up cars, you'd probably hesitate to make the purchase.

After all, in addition to seeing the car itself, you're noticing the work that needs to be done to fix it.

The same holds true when selling your home.

The more “move-in” ready you make the property the more likely buyers are to become interested in buying it. Like when viewing a car, you want buyers to focus on all your home's wonderful features, not on the repairs and updates that need to be done.

That being said, how important is it that your home be “move-in ready” when you sell?

That depends, in large part, on the market. If it's currently a seller's market in the neighbourhood — lots of buyers but comparatively few properties for sale — getting your home move-in ready is less important. There is already high demand for your property. (However, getting all repairs done and



staging your property effectively will still provide a significant advantage.)

In a buyer's market, where there are more homes for sale than buyers, you're in a competitive situation. So, anything you can do to give your listing an advantage is worth the effort. That includes making it as “move-in” ready as possible.

## The Check Internet Service Availability before you Buy

Until a couple of years ago, internet access was a nice-to-have for most homeowners. But these days, it's fast becoming a necessity. Kids need good internet to do homework assignments. You may need reliable internet to work from home and attend online meetings.

So, when shopping for a new home, it's wise to check if the property which you're interested in making an offer on has good internet available. The last thing you want is to move into a home only to discover that the internet service is slow and faster options are unavailable.

There are many ways to do find out.

For example, most internet services websites have a feature where you can type on the address and find out what type of internet services are available. Pay attention to how the service is delivered to your home, as well as the upload and download speeds.

Traditionally, cable and fiber offer the highest speeds with the most stable connections. However, satellite and DSL can be very good, too, depending on the service provider.

For online meetings (i.e., ZOOM) you'll need

an internet service with 4Mbps upload and 3Mbps download. (Most internet service plan descriptions show those download and upload numbers.) Keep in mind that if you have several internet users in your home — watching a movie, playing a game, etc., — you'll need higher upload and download speeds.

Your best bet is to call the internet service company and explain your requirements. Learn what service options are available for the home you're thinking of buying.

Want more tips on finding and buying your next dream home? Call today.

## Think, Act... Live!

“No great achiever, even those who made it seem easy, ever succeed without hard work.” [Jonathan Sacks](#)

“Successful people keep moving. They make mistakes, but they don't quit.” [Conrad Hilton](#)