

Rodney Harvey

Subject:

Your June 2026 Real Estate Update



A banner for Rodney Harvey's real estate services. On the left is a portrait of Rodney Harvey, a middle-aged man with grey hair, wearing a dark suit, light blue shirt, and patterned tie. To his right is a background image of a modern living room with a light-colored sofa and a wooden wall. Overlaid on the background is the text "Guidance for Smarter Real Estate Decisions" in a white, sans-serif font. Below this text is a dark grey bar containing the phone number "905-447-8864" and three circular icons for Facebook, LinkedIn, and YouTube. Below the portrait, the name "Rodney Harvey" is written in a large, bold, black font. Underneath the name are the credentials "FRI CLO CRB MCNE C-RETS SRS ABR" and the title "Broker of Record / Managing Broker" in a smaller, grey font. Below that is the text "Professional Real Estate Advisory" in a yellow, italicized font, followed by the website "www.OurRealEstateGuy.com" in a black font. To the right of the text is the "Our Real Estate Guy" logo, which consists of a stylized yellow house icon above the text "Our Real Estate Guy" in a blue font. Below that is the "Konfidis Brokerage" logo, which features a green circle with a white 'K' inside, followed by the text "Konfidis" in a bold black font and "Brokerage" in a smaller black font below it.

**Guidance for Smarter
Real Estate Decisions**

905-447-8864 f in yt

Rodney Harvey
FRI CLO CRB MCNE C-RETS SRS ABR
Broker of Record / Managing Broker
Professional Real Estate Advisory
www.OurRealEstateGuy.com

Our Real Estate Guy

Konfidis
Brokerage

Hello Rodney,

Whether you're planning a move soon, thinking about it down the road, or just like to stay informed, this month's topic is for you.

The idea of putting your home on the market can bring a mix of excitement and hesitation. It's bittersweet; one chapter is closing, and another is about to begin. But when you're ready to sell, you know it. Before you take that listing live, there's one important question:

Is your home ready?

Taking a home to market without proper preparation can cost you time, money and unnecessary stress. The good news is that getting your home ready is often easier than you might think.

From strategic improvements to thoughtful staging, the right preparation can make all the difference in how fast your home sells and for how much. This month, let's break down what it takes to position your home for success.

Not planning to sell anytime soon but know someone who is? I'd be happy to help. If you're simply curious about what your home might need to be market-ready, feel free to reach out anytime.

Rodney (Rod) Harvey
FRI CLO CRB MCNE C-RETS SRS ABR

Managing Broker | Broker of Record

Konfidis, Brokerage
47 Front Street East, Unit 200
Toronto, ON M5E 1B3
Cell: 905-447-8864
Office: 1-833-566-3434

Real estate treated as a professional advisory service — not just a transaction.

Tips for Staging Your Home

Proper home staging could mean a quick sale and higher selling price if done right, and it's more than just tidying up and cleaning every room. Browse this list of resources to help you dazzle prospective buyers and increase your chances of a quick home sale.



Eliminate Clutter

Clear the clutter from around your home. It's easy to overlook things you see everyday, so try to look at all spaces with fresh eyes. Not only will decluttering make moving day easier, but clearing space also gives viewers room to visualize themselves living in your space. Some items you can sell or donate, while you can give others a temporary home in a storage unit.

Set Up Your Space

Personal items should be removed or pared down, because they can make it hard for potential buyers to imagine themselves living in the space. Focus on staging the rooms that are most important to buyers: the living room, kitchen and primary bedroom. You may be able to rent furniture and accessories, including art, lamps and more. Don't forget to make a strong first impression by sprucing up your front yard and entryway.

Hire Help

It's okay if you aren't up to the task of a full home staging. Let me know if you'd like professional help staging your property before listing, and we can work together to achieve the right look and attract buyers.

Home Inspections for Sellers

Home inspections are a vital part of the home-buying process, shedding light on a property's condition and whether it needs repairs.



But buyers aren't the only ones who can benefit from inspections: Sellers can learn a lot from them, too — particularly before listing.

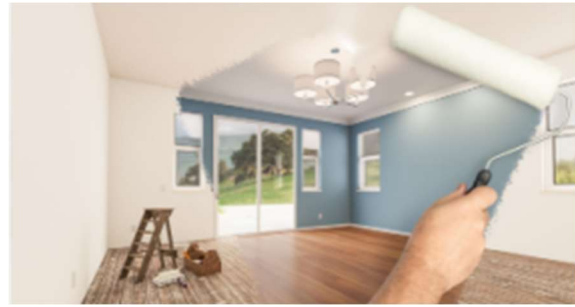
If you're considering selling your home, a pre-listing inspection can:

- **Alert you to issues before going under contract.**
Home inspectors are thorough, and they can highlight issues that might concern potential buyers. Then, you can repair those issues and get the property in better condition before opening it up for showings.
- **Inform pricing.**
An inspector can help you better understand the condition of your whole home. With that knowledge, we can work together to set an accurate price for your home, and establish expectations for sales speed and marketability.
- **Prevent closing delays.**
If issues crop up during the buyer's inspection, it can derail a sale. The seller may have to make repairs or reduce your price — and, in some cases, the buyer might even pull out entirely. A pre-listing inspection reduces the likelihood of these delays.

Keep in mind that inspections come with an upfront fee, and you'll be legally required to disclose any issues the inspector finds. However, we can discuss the inspection report to see how repairs could impact your home's market value.

Do You Need to Update Before Selling?

If you're thinking about selling your current property, you're probably hoping to get the best price possible. One way to do that is by making changes that could appeal to home buyers. Certain renovations, like the ones below, can offer valuable returns.



1. **A Fresh Paint Job:** A new coat of paint is one of the most affordable renovations — and you can do it yourself. Remember that light, neutral colours can make it easier for buyers to picture themselves living there.
2. **New Countertops and Light Fixtures:** Want to make your home look new without undergoing a full renovation? Upgrading the countertops and light fixtures can work wonders.
3. **Break-Even Renovations:** Did you know the kitchen and bathrooms are the most important parts of the house? If your budget allows, consider a break-even renovation in these spaces to modernize them.
4. **Market Trends:** Before deciding which renovations to make, research the latest home design trends to help your house stand out to buyers online and in person.

Notable, Quotable, Quotes!



“You don’t always need a plan. Sometimes you just need to breathe, trust, let go and see what happens.”

Mandy Hale

“Attitude is the ‘little’ thing that makes a big difference.”

Winston Churchill

“Owning a home is a keystone of wealth -- both financial
affluence and emotional security.”

Suze Orman

Not intended to solicit buyers or sellers currently under contract.
IXACT Contact Solutions Inc.

Share:



If you do not wish to receive future emails, please click [unsubscribe](#).

Konfidis, Brokerage, 47 Front Street East, Unit 200, Toronto, Ontario M5E 1B3
Canada

Trusted Email Powered by IXACT Contact®