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Who Needs Major Remodeling? Quick Fixes, Bigger Profits for Home Sellers



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Everyone knows ongoing maintenance and smart improvements can increase a home seller's bottom line. However, when major projects seem too much to handle, there are still some quick fixes that can make a big difference in boosting the value of your home. Incorporating the following simple tips will enable prospective buyers to more easily imagine your home as theirs.

Old-Fashioned Elbow Grease

You may not be a neat freak on a daily basis, but when it comes time to sell, get out those rubbers gloves and scrub brushes. A home that is spic and span is interpreted as one that has been well maintained.

Exterior cleaning, including streak-free windows and

screens with spotless windowsills, can give your home a surprising boost of radiance. Items on shelves and inside built-in cabinets should be uncrowded, dust-free and well organized, grout and tiles should gleam and cabinet handles should shine.

The effects of a truly deep cleaning can result in a brighter, more desirable space, without any actual changes to décor.

Impress with First Impressions

Home sellers can capitalize on value by spiffing up the façade with planter boxes or new window shutters. Simple changes such as replacing the front porch light, mailbox and doorknocker, or re-painting the curb numbers can also make a stronger first impact. If the entire house can't be repainted – try a new coat of accent color only on the front door.

Clear the Clutter: The Cliché Rings True

Collections of art, books, antiques or other paraphernalia can seem like clutter to someone trying to judge the home as his or her own. Collectibles advertise the personality of the current homeowner and are distracting to potential buyers.

Empty spaces give an impression of roominess and cleanliness, as well as an opportunity for buyers to imagine their own future lifestyle, which is far more important for the sale of a home than displaying your prized objects to viewers.

Landscape Outside – and Make a Difference Inside

Simple garden improvements can spruce up the overall look of a home inexpensively. New plants, a green lawn and basic trimming can liven up a property while adding more light to rooms. The view from inside looking out on flower beds or a newly mowed lawn can conjure a reaction for the new homeowner that is far more valuable than the cost of its investment.

Paint is Makeup for Your Home

Well-chosen paint colors can create a miracle makeover for your home. Interior and exterior painting makes any house appear cleaner and newer. The right hues can change the entire mood of a home.

When a full paint job is beyond a seller's budget, re-doing only the windows, doors and trim can make a huge difference. Buyers make decisions based on their emotional responses – the “feeling” they get from a home – so even when other modern amenities may be lacking, a fresh coat of paint can *feel* happy and appealing.

Hardware Store Bargains that Boost Value

When it comes to spending on a limited budget, sometimes even the smallest purchases can reap big rewards. Replacing any burnt out light bulbs and in-

creasing wattage will brighten up rooms. Other small purchases such as new electrical outlets, switch plates, window screens, welcome mats, knobs, handles, sink mats and even drawer and shelf liner easily enhance a home's appearance.

Your agent can assist you in hiring a low-cost designer to select these as well as other inexpensive touches such as new accent pillows and a few flowering house plants. These items work together to brighten, in addition to conveying an impression of fastidious maintenance.

Make Your Agent Your Partner

The best real estate agents recognize they are in a service business. They spend years accumulating resources to accomplish their clients' goals. Getting professional advice from your agent before you undertake any of the above projects can increase the money you make on your home sale.

Remember, *Sale time is show time*. Engage in a partnership with the agent you hire. She'll help you select upgrades that match your budget and make the most out of your home's existing features and she will steer you to big profits.

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