

Inexpensive Fix-Up Secrets Every Home Seller Should Know

Everyone has a favorite pair of old shoes. You know the ones — they're broken in and fit just right. But those old shoes would never get a second look if they were for sale.

The same goes for homes. Those that appear shopworn, like an old pair of shoes, don't appeal to today's buyers.

Your home has only one chance to make a good first impression. The secret to getting the most for your home when you sell is to spend some time, effort and money beforehand getting it ready to sell. If you make the right improvements today, you'll sell faster and pocket more cash tomorrow.

By making "market-smart" improvements, you'll come out ahead. Of course, every home can benefit from lots of elbow grease. But you can realize bigger returns when you go a step further with a few "best foot forward" improvements. The secret is NOT to undertake major remodeling projects before you sell. Spending too much on too many projects just drains money from your pocket.

Before deciding which fix-ups are right for your home, call on us — your neighborhood real estate specialists. Together we can strategically pick and choose the smartest fix-ups that will really make a difference.

Here are 20 secrets successful home sellers use to impress prospective buyers and bring a top-dollar sale. Keep in mind, the secret is in selecting the smartest

makeovers that will have the maximum impact on your home's value and marketability.

On The Outside

1. Resurface the driveway and redo the walk so your home makes the right "cared for" first impression.
2. Install a new front door with brass fixtures to make your entry welcoming, then paint or stain the door surround.
3. Replace the garage door and install an automatic opener.
4. Put in a new flower bed, green up the lawn and replace any overgrown bushes in front.
5. Power wash your siding and deck, and repaint the trim or, if needed, the whole house.
6. Consider sought-after double or triple-pane windows or storm windows and doors that keep the temperature indoors comfortable all year round.
7. Install or upgrade porch and pole light fixtures to give your home a touch of elegance.
8. Redo the roof and gutters to guard against hidden leaks.

On The Inside

9. Repaint all interior walls using a neutral color to make the whole home shine.
10. Install new carpeting and vinyl or ceramic flooring.
11. Refinish wood floors to give that "new home" look.
12. Hang new chandeliers, recessed or track lighting, to make pleasant rooms brilliant.

13. Keep things cool with attractive ceiling fans.
14. Add elegance by replacing switch and outlet plates and register vents with pretty new ones.
15. Make over the kitchen; new countertops and appliances will help it sell. Among other things, today's buyers want a disposal and dishwasher. Consider replacing or refacing cabinets to bring them up to date.
16. Replace bathroom lighting, toilet seats, medicine cabinets and bathroom hardware to bring a sparkle that goes beyond clean.
17. Update your home's energy efficiency, possibly with a new furnace or additional insulation and new weatherstripping, so it costs less to operate.
18. Install cable TV lines and an extra phone line to the best room for a home office — even if you don't need them — to upgrade your home's electronic capabilities.
19. Reorganize and add closet shelves to make closets function better and appear more spacious.
20. Buy that new living room sofa or family room furniture you planned for the new home to improve the look of the home you'll be selling.

Benefit Now And Later When You Sell

Now's the best time to choose and make some "best foot forward" improvements. If you fix up now, you — as well as your future buyer — will enjoy living with the market-smart makeovers you've made.



To Purchase Call (703) 698-7750