

The '7' Top Time-Tested Home Improvements to Get the Most Money Out of Your Property

It's 9:12am. A call comes into our office, "Would you come over and tell me what my home is worth... and what improvements I should make before I sell it?" "I'll be right over Ma'am."

Knowing what steps to take to prepare a home for sale can mean the difference between selling or not or making or losing thousands of dollars in profits.

Below are 7 time-tested proven fundamental home improvements anyone can do. Every property headed for sale can use these suggestions to increase its marketability.

These home improvements work, and are inexpensive:

- 1) **Paint:** The experts say for every \$1 spent on paint you gain \$5 in profit just from a new coat of paint. Use neutral colors in a flat or eggshell texture.
- 2) **Caulk:** For \$2 a tube this item is highly underestimated. Caulk is amazing! Look for all gaps on molding, seams, walls, edging and cracks and caulk them. Use lots of caulk! It hides a multitude of "sins" and makes the look of the home sharp and complete.
- 3) **The Exterior:** A first impression is lasting. Dressing up the front of the house is more important for resale than even the inside. The following items need to appear like new: Exterior lighting, mailbox, front door, storm door. Make sure the door bell works. Invest \$25 and upgrade the doorknob. A more expensive lockset gives the buyer a greater feeling of security when they turn the knob. Marigolds, Mums and Mulch are a cheap way of landscaping. Finally, place a new "Welcome" mat at the threshold.
- 4) **Clean all windows:** Every pane of glass gets cleaned inside and out. There is nothing like a freshly cleaned window. You will feel the difference immediately, guaranteed.
- 5) **Seal coat the driveway:** For those with an asphalt driveway, spend the \$150-\$200 and get it professionally spray coated or save and do it yourself...again what a great first impression.
- 6) **De-clutter:** Whatever your personal reasons you have for any unnecessary items laying out, ends today. You need to put it away, throw it away, sell it or give it away. Clutter creates a negative emotional sales barrier for the buyer.
- 7) **Clean your carpets:** For \$50-\$60 you can rent and do it yourself or for \$200-\$400 have your carpets professionally cleaned. Not only will they look newer but smell fresh. Odors can be another buying blocker.

Just these 7 home improvements will create a better environment whether you plan on living in your home many more years or preparing it for sale. What's even better is that they are cheap and yet provide much more value than the cost.

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