GREENLEAF REAL ESTATE AND APPRAISAL

Top 10 Affordable Things to Do Before Putting Your Home on the Market to Get More Money

ENHANCE CURB APPEAL

From my personal experience, curb appeal is one of the most crucial aspects of selling a home that doesn't cost a lot of money. I've seen many instances where buyers refuse to even enter a home because of an unkempt front yard. Make sure your grass is cut, shrubs are trimmed, and consider painting the front door. A clean, attractive exterior sets a positive tone and invites buyers in.

DEEP CLEAN YOUR HOME

A thorough cleaning is essential. Dirty baseboards, dusty corners, and grimy surfaces can turn buyers off. Focus on cleaning areas like windows, kitchen appliances, bathrooms, and especially baseboards. A spotless home gives the impression that it has been well-maintained, which is very appealing to buyers.

HIGHLIGHT YOUR HOME'S UNIQUE SELLING POINTS

Make a list of features that set your home apart from others. This could include being in a low tax area, having a beautiful pool, or recent upgrades. If you live in an HOA with great amenities, mention those as well. Buyers appreciate knowing the unique benefits of your home.

FRESH CARPETS AND PAINT

One of the most cost-effective ways to increase your home's appeal is to clean or replace carpets and apply a fresh coat of paint. Neutral colors are best as they allow buyers to visualize their own furniture in the space. New carpets and fresh paint can make your home look and feel newer, which is very attractive to buyers.

ELIMINATE ODORS

Unpleasant odors, especially from pets, can significantly reduce your home's value. Ensure your home smells fresh and clean. Consider professional cleaning services for carpets and furniture to remove any lingering pet smells.

GET A PROFESSIONAL APPRAISAL

If you live in an area where home values are difficult to determine, a professional appraisal can be very helpful. Knowing the appraised value can help you price your home accurately and avoid issues during the escrow process. It also provides a solid basis for negotiation.

DECLUTTER YOUR HOME

Buyers need to be able to see themselves in your home. Clutter can make spaces feel smaller and more chaotic. Remove excess furniture, personal items, and any unnecessary decorations. A decluttered home looks more spacious and inviting, making it easier for buyers to imagine living there.

REFRESH BATHROOMS AND KITCHEN

These are the two main areas that can sell a home. Simple updates like new faucets, cabinet hardware, or a fresh coat of paint can make a big difference. In the kitchen, consider updating appliances or adding a new backsplash. In the bathroom, new towels, shower curtains, and fixtures can create a more modern, appealing space.

STAGE THE HOME

If your home is vacant or sparsely furnished, staging can significantly impact buyer perception. Investing in professional staging can help buyers see the potential of each space. In my experience, every seller who has staged their home has seen a return on that investment, often doubling or tripling the cost of staging.

UPDATE LIGHTING FIXTURES

Modern lighting can make a big difference. Replace outdated fixtures with stylish, energy-efficient ones. Use white LED bulbs to make spaces brighter and more inviting. Good lighting can enhance how your home shows, making it feel clean, modern, and welcoming.
By following these affordable tips, you can significantly enhance your home's appeal, attract more potential buyers, and ultimately sell your home for a higher price.

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