

SOUND OFF *Cliff Smith*

What are some home improvement projects for snow days?



The most special aspect of homeownership is having the ability to make your house a home, to make it yours. Some of us allow our 8-year-old daughter to paint her room pink or our son to have Ninja Turtles on the wall.

Others have just gotten so comfortable in their house over the years that they don't see the 1970s light fixture as outdated.

If you are planning to sell your house in the near future, you may want to consider a more neutral approach.

Now is a great time with the colder weather settling in to discuss some easy snow day projects that can increase your

home's marketability without breaking the bank.

The larger your potential buyer pool is, the more likely you'll be to sell your home quickly and with multiple bids. Mass appeal is one of the most important goals in selling a home.

Let's start with that pink paint job. Giving your interior a fresh coat of a neutral paint color will go a long way in making your house look newer, cleaner and more attractive to the buyer.

Next, let's take a look at your door knobs throughout the house. This may seem insignificant, but you'll be surprised

how big of a difference this makes aesthetically for a buyer. Trade the brass or gold with bronze or brushed or satin nickel.

If it is in the budget, go the extra mile and replace any old doors with newer six paneled options at about \$100 each.

Lastly, take the same concept of the door knobs and apply that to any old and outdated light fixtures in bedrooms and hallways. Take a trip to your local home improvement store and pick out fixtures that match your new door handles (ie. brushed nickel with brushed nickel).

Again, if it is in the budget,

you can also change out your old shower heads and sink faucets.

These are all quick projects that are on the lower end of the budget that can make a big difference in how people perceive your home.

Today's buyer is looking for a move-in ready home with little work to do.

These projects could give you a leg up on your neighbor and attract more buyer — and that is the goal!

*Cliff Smith,
William Pitt Sotheby's
International Realty,
(203) 258-8918 (cell),
csmith@williampitt.com*