

SOUND OFF *Patty McManus*

What factors help boost a property's value the most?



I don't think it is a secret that kitchens and bathrooms sell homes. The homes that have recently renovated kitchens can add a "wow" factor when a buyer first sees it.

Generally, the kitchen is one of the first rooms that is seen during a showing. The kitchen is the heart of the home, so if there is one place that a seller or future seller is looking to make an impact, I would suggest the kitchen first. If a total renovation is not possible, there are other changes that could be made to make the space more appealing.

Updated bathrooms are, in my opinion, second on the list. Renovating a bathroom or two definitely adds value. Buyers enjoy the idea that the work has already been done.

Hardwood flooring, either newly installed or recently refinished, gives the home a fresh, crisp feel. Buyers are not particularly crazy about seeing carpeting anymore. Hardwood is best, but there are other options that may be more cost effective to the seller and still appealing to the buyer.

Next, a clean and tidy home is also more appealing to the buyer.

Even though a clean house is a temporary condition, it does set the tone for the showing. When the home is neat and clean, it leaves the buyer with the impression that the home has been cared for and properly maintained. The buyer will feel more confident in the integrity of the home.

When a buyer is presented with a home that needs little or no work in the near future, they are excited about that. It will give them time to settle in without the worry of looming projects.

In the instance of a first time buyer, especially one that may be

stretching financially to make the purchase and is feeling unsure of what the future holds; giving them peace of mind in knowing that there are not large expenditures in the immediate future can make a significant difference in their decision making process.

I believe that a homeowner should make and enjoy the improvements while they are occupying the home and keep an eye on the resale value.

*Patty McManus,
William Pitt Sotheby's International
Realty, patty@pattymcmanus.com,
(203) 733-3941 (cell)*