

SOUND OFF *Laura Cruger*

How do I get the most value when I put my home on the market?



As the spring market is peeking its head out just around the corner, you may be asking yourself, “How do I get the most value for my home?” Here are a few things to consider:

Pricing your home right is key. That value will be determined between you and the Realtor you hire when a comparative market analysis is prepared for you. There are two key points to keep in mind. First, with interest rates ticking up a little bit, buyers budgets may be a little tighter. Secondly, buyers may not have a lot in the budget to do many renova-

tions.

If your home is in need of a little updating/sprucing up, there are definitely some cost effective ways of getting the job done. Discuss this with your Realtor to get some guidance. In some cases, it is just your time and a little elbow grease to make your home shine. Spending a little money now can put more money in your pocket on closing day.

In some cases, it may be wise to have a pre-inspection. This gives you the opportunity to address issues that could cost you more money in buyer concessions later. Take care of minor maintenance

items such as plumbing or electrical repairs.

Let’s move on to the curb. Many buyers will do drive-by’s before deciding to request a showing of the home. Make potential buyers fall in love with your home at first sight. There’s nothing more welcoming than adding potted plants and flowers. Hang a seasonal wreath on the front door. Freshen up flower beds and shrubs, and mow the lawn. It’s your first chance to make a good impression.

Declutter and clean everything top to bottom. Clear out kitchen cupboards and drawers, under

your sinks and in your closets, buyers will look.

Keep your home color pallet neutral. It makes the home appear larger and appeals to the broadest buyer pool. Open blinds and shades, turning on lights for a cozy homelike feel.

Lastly, depersonalize! Box your things to move to your new home, this will save you time later, and allows the buyer to imagine themselves living there.

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