

# ENHANCING YOUR HOME

It left as quickly as came, but gone are the days of selling your home day 1 with multiple offers, the day after you decided to sell without even picking up the laundry and toys scattered about and no improvements made. Rising interest rates and an increase in inventory has created more of a balanced market. Buyers are able to be more picky and expect a clean and fresh home. Prices are still on the high end so they want to know that they are getting what they pay for.

## INTERIOR

### LIGHTEN UP

Countering a design weakness can involve a simple fix. If you have a dark room with a low ceiling, for example, adding a large white area rug or a white chair can instantly add brightness.



### FRESHEN UP PAINT

One of the simplest, most cost-effective improvements of all is paint. Freshly painted rooms look clean and updated and that spells value. When selecting paint colors, keep in mind that neutrals appeal to the greatest number of people.



### UPDATE LIGHTING

Modernizing your home with warm lighting and stylish light fixtures can immediately improve the ambience. Keep it simple and budget friendly by purchasing chic table and floor lamps.



## EXTERIOR

### CLEAN EXTERIOR

Houses can become dirty over time, and not cleaning before selling can be a mistake. Use a pressure washer or wipe down your siding to really make your home shine.

### TOUCH UP PAINT

Bare patches in the paint on the house can increase buyer concerns about dry rot and other problems. Touching up bare patches on the siding can reduce concerns, while also greatly boosting your curb appeal.

### SPRUCE UP THE LAWN

Lush, green, healthy grass is crucial to curb appeal and can signal to buyers that the homeowner prioritizes the maintenance and care of the home.