

50 WAYS TO INCREASE YOUR HOMES VALUE

If you have any questions or want me to come over to help you decide what updates and repairs you should do before you sell, call me. I'd love to help you! I have the best crew for updates or repairs to get the job done quickly & for the best price. I can also just give you ideas on how to make the most out of your home with the best budget if you plan on staying!



LETS START WITH THE EXTERIOR OF YOUR HOME

- Increase curb appeal. We all know curb appeal is important as this is the first impression when a buyer pulls up to the property. This will set the tone as to how they will feel about the inside of your home before they even enter.
- Power washing the exterior of your home and any solid surfaces like concrete or brick pavers patios and sidewalks. Check if decks or fences need to be cleaned, stained or painted.
- If you have a driveway that is asphalt have it sealcoated.
- Adding fresh mulch and edging your mulch beds always gives the landscaping a crisp look. Eliminate weeds in your lawn by spraying on a consistent basis.
- In summer or spring, you can plant low cost flowering plants that will add color and pop to your home's appearance.
- Make sure grass is always cut. Weedwack any lot lines and fencing as needed. If you have time be sure to add seed to bare spots and any lawn treatments to remove weeds.
- Inspect and address any faded, chipped or peeling paint. Replace any rotten wood siding or trim.

LETS MAKE OUR WAY TO THE INSIDE OF YOUR HOME

- Keep a clean and neat home, this can go a long way. This may sound obvious but if you are planning to sell your home it's a great idea to start thinking about what you are going to keep, get rid of or give away and go through all your belongings. While doing so, clean every nook and cranny of your home. A clean, neat and tidy home will give the buyer a sense of confidence that the owner took great care of the home and maintained all of its components.
- Think about hiring a cleaning service to do a deep clean including wiping down baseboard and cleaning the windows (inside and out).
- If you have pets consider getting the carpets cleaned as some buyers may be allergic to pet dander.
- Add air fresheners as needed.
- Air out home by opening the windows to allow fresh air in.
- Don't smoke inside the house.
- Use the minimalist approach (less is more when it comes to staging and wall art).
- You can hire a staging consultant that can use your furniture or bring in some of their furniture to complete rooms and walls.
- If the home is vacant consider doing a full or partial stage. This can really assist with giving the buyers vision of how to use the space. You also see the model homes are fully staged and it makes a huge difference in the way the home feels while walking through it.
- Clean out closets, basement, crawlspace, attic and garage. This will make the moving process much easier & appeal to buyers looking for a well kept space.
- If you have or had animals, consider getting the air ducts cleaned. Also consider if smoking took place inside the home.
- If you have a fireplace consider getting it cleaned & swept.
- **Paint** - Look at the condition of your paint on walls, ceiling, doors and trim. Consider painting rooms that are dark or multicolored walls in one room. Go with a 1-3 color paint scheme and keep it light and neutral. Also look at the condition of your walls to determine if patching is needed. If you are able and have time you can definitely do your own painting, but you want a professional paint job. If you have never painted before this may not be the time to start. Now painting contractors' prices can be all over so be sure to get multiple quotes and have them break it out for you. For example, you may be able to not paint the ceilings and keep some of the current colors which will allow for one coat of paint vs two or three if you are changing the color. You can always use our FixNlist program as well.
- **Flooring** - Look at the current condition of your flooring.
- If you have hardwood flooring and it's scratched it could be a great idea to have it refinished which costs around 2.00 per sq. For less you can have the floors screened which can be half the cost.

- If you have carpet you can either have this cleaned or have it replaced. This will depend on the condition. There are many brands and colors to pick from which can be overwhelming. When we are replacing the carpet we go with a middle of the road quality and typically a lighter neutral color unless doing the stairs we will use something a touch darker due to the amount of traffic stairs have. We also suggest getting at least 3 quotes since the more you pay the less your return will be.
- **Laminate/Vinyl** - Inspect your laminate flooring for any buckling which is caused from moisture at the seams. This is common with most older MDF or wood laminate flooring. The advantage with vinyl is that it's waterproof but still inspect this for defects from wear or incorrect installation.
- **Light fixtures** - Replacing older light fixtures or ceiling fans can change how a space feels. Something as simple as swapping out a gold dome with a brushed nickel one can update that space for a small amount of money. A lot of home sellers feel you have to keep the same finish of fixtures consistent throughout the home and this is false. You can use chrome in one room and oil rubbed bronze in another room. This makes updating lighting fixtures much easier since if you want to do one or two it's ok. We recommend that you just update all the light fixtures in that room so you don't have gold and brushed nickel in the same room.

LET'S TALK ABOUT UPDATING KITCHENS AND BATHROOMS

- A lot of homeowners will want to go right to updating kitchens and bathrooms before exhausting the above 23 items. While I'm sure you heard the saying "Kitchens and bathrooms sell homes" this is true but the goal is for you to maximize your ROI (return on investment) and this can be done with a partial update of your kitchen and bathroom. Often a full gut on a kitchen or bathroom remodel will not get you the ROI you think it will and here is why. A full gut remodel can cost between \$9,000 - \$15,000 on a standard sized bathroom 5X10 single bowl vanity with a tub and tile surround. Whereas a partial remodel can be done for \$3,500 - \$6,500 on that same bathroom.
- Let's take a partial bathroom remodel and install a vinyl floor vs tile on the floor. In some cases you can go right over the existing floor tile with vinyl.
- Let's keep the vanity but replace the countertop & faucet.
- Maybe paint the vanity if needed and replace the cabinet hardware with something bold.
- See if glazing the existing tub and tile is an option vs removing all the tile.
- Update the mirrors with something trendy.
- Use shiplap as an accent wall.
- Use wall covering as an accent wall.
- Or keep it simple and use paint to create your accent wall.

LET'S TALK ABOUT KITCHENS

- Here is where you can really overspend when remodeling or updating your Kitchen. I have seen homeowners spend as much as **\$100,000** to fully renovate their kitchen. It's nearly impossible to get an ROI when you have spent this much in one room of your house. Avg cost for a kitchen is between \$16,000 - \$25,000 which will be for a \$200,000 - \$350,000 home. Start by looking to see if any aspects of your kitchen can be saved. Floors, appliances, cabinets, sink, countertops, light fixtures etc.
- Let's start with what I would call a clean up. This is where you upgrade your appliances and change your countertops which can be granite, formica or quartz. I would price them all out so you can compare your options. Also consider buying floor model appliances or timing your purchase when there is a sale at the larger box stores. I have even found some great deals on FaceBook Marketplace. A tip for countertops, visit your local countertop supplier and ask if he has any remnants that can be used. Oftentimes this is the case and sell the installer on the fact that they only have to drive 5-10 min to the job unlike others that are 45 min away. Work every angle because this is a line item that has a lot of room. Most companies are buying the slabs in bulk and getting a great price per slab. Most if not all jobs have a waist that is used on someone else's house.
- Consider painting your existing cabinets especially if you have older high quality wood cabinets. I would definitely hire a professional for this task.
- If you are going to paint, also consider adding crown molding to the top of the cabinet. This gives the cabinets a much richer look. Now if your cabinets are butted up to a soffit this may not be an option.
- Upgrade your drawer and door hardware.
- Upgrade or install a new backsplash. You don't have to use super expensive tile and you can even use stick on tiles if you are looking to design on a dime. I have seen some stick on tiles that fooled me from a first glance.
- **Replacing your cabinets** - this is another area where pricing can get crazy so be sure to do your research. If you are hiring a contractor he or she likely gets a very good discount on cabinets so use some negotiating skills because there is typically a lot of room on this line item. Go with a color and finish that is trending so you can cast the widest web to buyers.
- **Full remodel kitchen** - A few things to consider when completely updating your kitchen. Can you change the layout to be more functional, can you add a dishwasher, can you add an island, can you install a hood over the stove, do you want a counter depth fridge, microwave in the island, under cabinet lighting, toe kick lighting, crown molding and the list goes on. You need to do your best to not over improve so you can get an ROI on your updates and upgrades.

- **Replacing your windows** - This can be a huge cost if all your windows are not functioning or failing. Typical pricing I hear is between 13-17K to put all new windows in a house. I know when we renovate a home the price is closer to \$300.00 - \$350.00 per window, now if it's a huge picture window that price will be much more. In the end I'm seeing retail clients pay 30-50% more than what we are paying to have windows installed.

LETS TALK ABOUT PAINTING

- I love painting because you can do so much with it. We talked about the exterior already so let's head inside. Let's start with accent walls, this can totally change the way a space feels and looks so if your existing paint/walls are in great shape you can always see what walls in your house can use some pop. We use Sherwin Williams and most of the stores have an on staff designer that can assist with this. You want to keep the colors light and bright which will appeal to the most number of buyers.
- Let's go with the partial paint job. If you are waiting to make the biggest difference and on a tight budget you can keep some of the existing wall colors or even paint to match what is existing. Keep in mind that going over dark colors with light once can take 3 coats of paint which is where the cost can start to add up.
- Painting just the ceilings. While this may sound crazy I have been in homes where the ceiling had a tint of yellow and with a fresh coat of paint alone brightened up the room.
- Doors and trim. In some cases the doors and trim could be a wood color from golden oak to a darker stain. Painting this can be expensive and take a lot of time so you really need to know if this will increase the value. When we are advising or analyzing this on our own projects we look at a lot of different factors like the windows, cabinets, stairs, handrails, spindles etc. Also location, comps, style of home and what buyers are really wanting in that marketplace will be our deciding factors.
- Full on paint job. These can be expensive but well worth the money as you are giving every room a face life and bringing life to the overall home. We have seen paint quotes all over the place with not much consistency. As Investors we use a price per sq between \$3.50 - \$4.50 for a 250-350K home. If you have a vaulted ceiling, excessive prep, 3 coats, raw wood, raw drywall ect then expect to pay more. Also be sure to ask what kind of paint they are planning to use and know what finish you want. We like to use egg shell as it's easier to clean but not as easy to touch up compared to flat.
- Let's chat about some of the bigger items like your roof. This can be a big under talking and very expensive depending on how many layers of roofing you have, roof pitch and overall footprint of the roof. This is where you have to really shop for a good roofing company at a reasonable price. A new roof may not give much value on an appraisal but it will in terms of the buyer who is looking at your
- You can hire the iCandy Realty FixNlist team to come out and analyze what updates or repairs should be done to the property before it is listed and sold. We will also advise on if staging is needed, what paint colors and finishes to use. Full service from start to finish.

Listing Services



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