

**Category tags:**

For Home Owners

**IMAGE**

**Home Improvements Increase the Sale Price**

Pre-sale preparation will impact how buyers view your home, how long it takes to sell, and the sale price. The investment to spruce up your home before putting it on the market will pay off for you. Following are some of the things you should consider. Annie and Denise can help you prioritize what to do and help you find the right resources to do the things you don't want to do yourself.

**Exterior**

- Spruce up your landscaping—add colored accent flowers, make sure grass is green and cut, trim shrubbery and trees, remove and replace dead plants, tidy up garden beds (mulch is an easy way to freshen up beds)
- Remove, refresh, or replace outdoor furniture—sometimes just adding new cushions does the trick
- Clean or paint your front door
- Check that house numbers, mailbox, and exterior lighting are all in good condition
- Remove any clutter from the yard—front and back
- Fix any damaged gates, railings, and fencing
- Touch up with fresh paint as needed—especially the front door
- Check window and door screens—clean stains and replaced damaged screens

**Interior**

- Apply fresh paint to walls and ceilings as needed—use bright neutral colors
- Clean blinds, draperies, and carpets—remove or replace anything worn
- Replace burnt out light bulbs
- Clean the fireplace and remove smoke stains from the wall and mantle
- Wax or refinish hardwood floors

**Bathrooms**

- Update light and plumbing fixtures in bathrooms and kitchen
- Change out old mirrors
- Replace worn cabinet doors
- Get a new, neutral color/patterned shower curtain

**Kitchen**

- Replace old appliances
- Fix grout around sink and tile
- Update light and plumbing fixtures
- Add a new backsplash using contemporary tile

**Attic, Garage, Basement, Shed, and Other Storage Areas**

- Remove clutter and organize
- Check that lights and door openers work

- Sweep rafters and walls to remove cobwebs and dust
- Clean the floor and shelves
- Consider adding siding to the interior or painting the inside and floor to give it a fresh feel

## HOME IMPROVEMENTS

### WHAT'S IMPROVED

**73%** of sellers make at least one improvement before selling. That group of sellers averages **2.7 improvements**.



Source: Zillow Group Consumer Housing Trends Report 2019

[Download PDF of Seller Highlights](#)