



Interior Preparation

How to get your home ready for sale

You've invested years getting your home to look just the way you want it - whether it's a vibrant colour in a kids room, an arrangement of wedding and family photos on a wall or the particular arrangement of furniture. You love your home, but your needs have changed and it's time to move.

Once you've decided to put your home up for sale,

We all want to think that we can see beyond someone else's style, but the reality is that most of us can't. Buyers need to be able to picture themselves in the home - and your particular taste, regardless of what it is, may turn off prospective buyers.

The advice that any good real estate agent or interior designer will give you is to de-personalize and do needed repairs and adjustments before you show your home.

If you're serious about showing your home at its best in order to attract more offers at a price you're happy with, follow these interior preparation tips:

View the house through the buyer's eyes

Take a walk through your home and scrutinize every room from a buyer's perspective. Better yet, get a friend or neighbour to do it for you to ensure objectivity. Don't forget to walk around the exterior, too.

Fix minor repairs

Now is the time to check things off your to-do list. Buyers prefer to see a home in move-in condition, and even small things such as a dripping faucet can detract from the value of your home. Repair any cracks, holes and chipped paint in every room. Tighten loose knobs, towel racks, switch plates and outlet covers. Fix tight doors and windows, squeaky floorboards and loose stair banisters. Repair caulking around tubs and sinks, and fix that leaky faucet.

Improve security

Household security is a sought-after feature in homes, and simple measures such as adding window locks and motion-sensor lights outside can boost the attractiveness of your property. In densely populated urban areas, simple additions such as blinds and shutters are invaluable for improving privacy.

Don't be too unique with décor

Many potential buyers are willing to pay a premium for good décor. To appeal to the highest percentage of home viewers, keep your décor simple and modern with neutral wall colours. A contemporary and minimalist space attracts the most buyers and brightens up the look of your home, whereas unusual accessories and strong wall colours will limit your pool of buyers. This is also true for renovations. The right renovations can often boost the price of a home, but be careful not to do it with too much flair. Your unique style may set you apart, but it will also scare some buyers away.

Keep your neighbourhood in mind when renovating

Actual returns on renovations depend not only on the renovation itself, but also on how your home compares to your neighbours'. If your home is already above market value for your neighbourhood, your renovation may not yield a higher return. Buyers looking at moderately priced homes won't be able to pay a premium for luxury finishes. A real estate agent can advise you about homes in your area before you undertake expensive renovations.

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