

# 7 Tips for Selling Your Home for Top Dollar

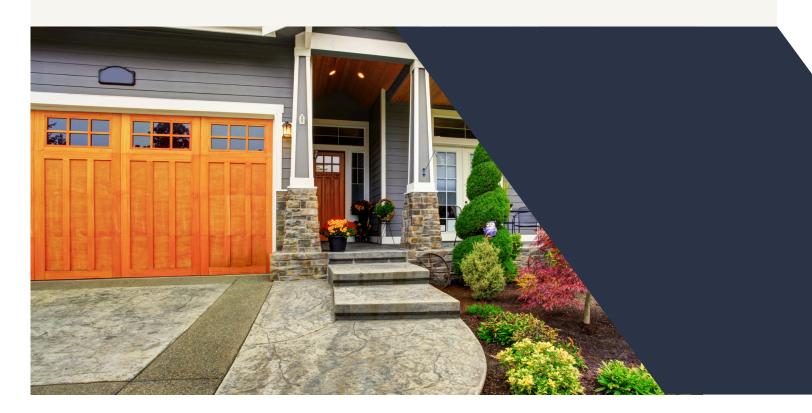
Ivan Bayter Real Estate





#### 01. Nail the First Impression

(Curb Appeal)



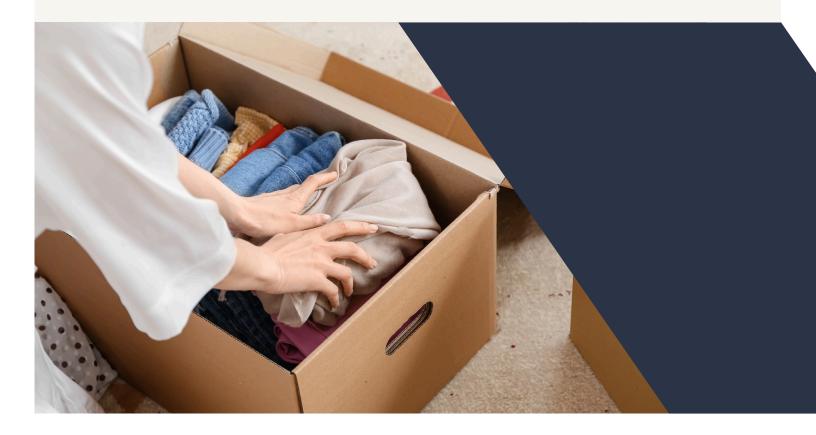


Buyers often decide within the **first 30 seconds** how they feel about a home. Simple upgrades can dramatically shift perception:

- Fresh coat of paint on the front door (choose a bold, modern color that pops).
- New hardware like door handles, locks, or a stylish knocker for a polished look.
- Updated house numbers, mailbox, and outdoor light fixtures for a coordinated, modern style.
- Manicured lawn and landscaping: trim shrubs, edge flowerbeds, plant seasonal flowers, and lay down fresh mulch.
- Power wash siding, walkway, deck, and driveway for a "like new" appearance.
- A \$500 investment in landscaping can yield returns of up to 4-5x in perceived home value.



### 02. Deep Clean & Declutter



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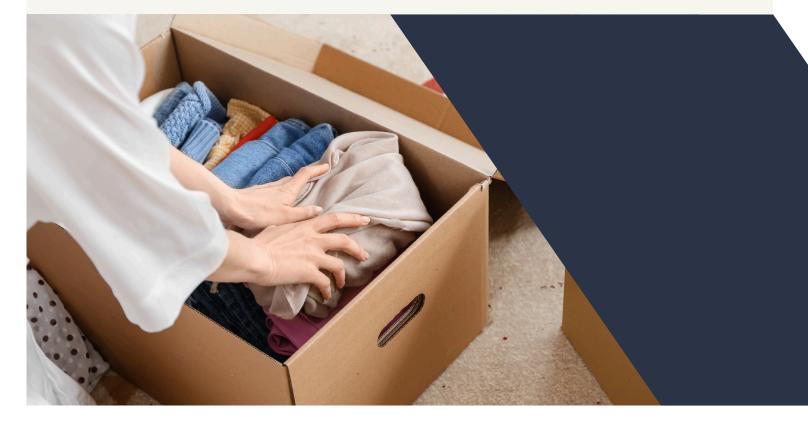
A spotless, clutter free home feels larger, brighter, and more valuable. Buyers should focus on the space, not your belongings. Focus cleaning efforts on key areas:

- Windows (inside & out): Natural light and streak free glass sells homes.
- Carpets & flooring: Professionally steam clean carpets and polish or refinish hardwood if needed.
- **Kitchens & bathrooms:** Shine grout, polish sinks, scrub tubs/showers, and clean stainless-steel appliances until they sparkle.
- Walls & baseboards: Wipe away scuffs, fingerprints, and dust buildup.
- Light fixtures & ceiling fans: Dust and clean. Buyers often look up!
- **Remove personal items:** Family photos, kids' artwork, collections, or niche decor this helps buyers imagine themselves living there.



#### 02. Deep Clean & Declutter

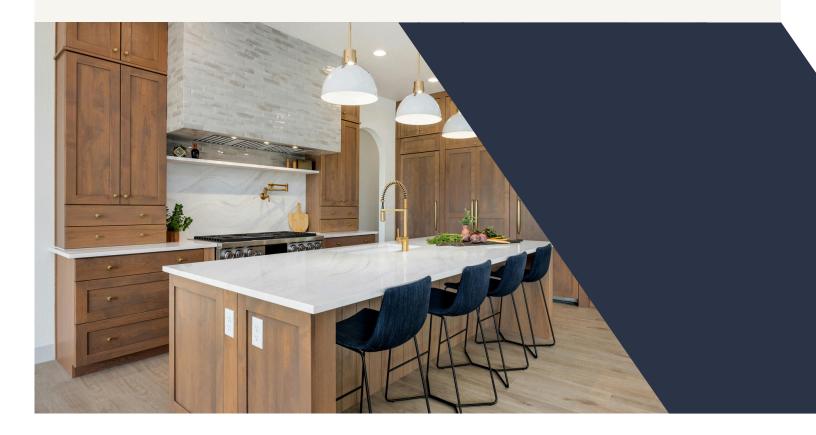
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- **Clear surfaces:** Keep kitchen counters, bathroom vanities, and desks nearly empty for a *"model home"* look.
- **Edit closets & storage:** Overstuffed closets signal "not enough space." Pack away off-season clothing and store excess items.
- **Simplify furniture:** Remove bulky or extra pieces that make rooms feel cramped. Aim for open walkways and good flow.
- **Garage & basement:** Keep tidy buyers look everywhere. Use shelving or bins to neatly organize what remains.
- **Rule of thumb:** If you don't use it weekly, pack it or store it. Rent a storage unit if needed. Better to box up items than crowd the house.
- Professional cleaning: consider hiring a cleaning crew before listing.
- Keep up with maintenance during showings: make beds daily, empty garbage, and keep dishes out of sight.



### 03. Stage to Sell (Not to Live)



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Staged homes sell 73% faster and often for up to 10% more.

- Rearrange furniture to maximize flow and show space (less is more).
- Neutral decor appeals to the widest buyer pool: Soft white or light grey walls
- Neutral rugs, bedding, and curtains.
- Add small, intentional touches: Fresh flowers, modern throw pillows, cozy blankets.
- Light candles or use subtle scents before showings.



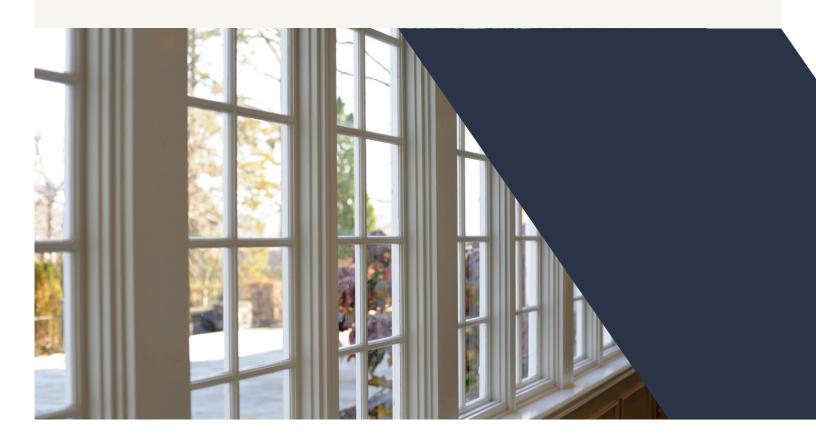
#### 04. Make Strategic Repairs & Upgrades



- Don't overspend, but fix anything that screams "maintenance" to a buyer: Leaky faucets, cracked tiles, broken handles, squeaky doors
- Outdated light fixtures or yellowed switch plates → replace with modern options
- High ROI upgrades include: Fresh interior paint (neutral tones)
- Updated hardware in kitchens/bathrooms
- New energy efficient lighting
- Even modest cosmetic fixes signal a well-maintained home and reduce buyer objections.



# 05. Maximize Light & Brightness



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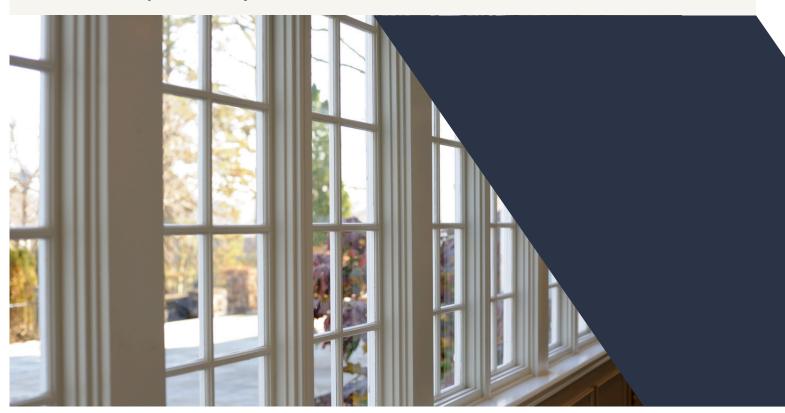
Bright homes feel larger, cleaner, more welcoming and they photograph far better online. Buyers naturally gravitate toward spaces filled with more light.

- Use sheer or lightcolored curtains instead of heavy drapes, which can make rooms feel dark and closed in.
- Layer your lighting combine ceiling fixtures, table lamps, and floor lamps to eliminate shadows and brighten every corner.
- Repaint darker rooms in soft, neutral tones (light gray, beige, off white) to help reflect light.
- Add subtle accent lighting under cabinets, along stairs, or in display areas to make the home feel modern and cared for.



# 05. Maximize Light & Brightness

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Bright homes feel larger, cleaner, more welcoming and they photograph far better online. Buyers naturally gravitate toward spaces filled with more light.

- Open blinds and curtains fully before every showing to let in as much natural light as possible.
- Replace dim or burnt out bulbs with high-wattage, warm toned LED lights for a fresh and inviting glow.
- Add mirrors and reflective surfaces to bounce light around and make smaller rooms feel more spacious.
- Clean windows inside and out. sparkling glass lets in more daylight and improves curb appeal.
- Trim trees or bushes blocking windows to increase natural light indoors.



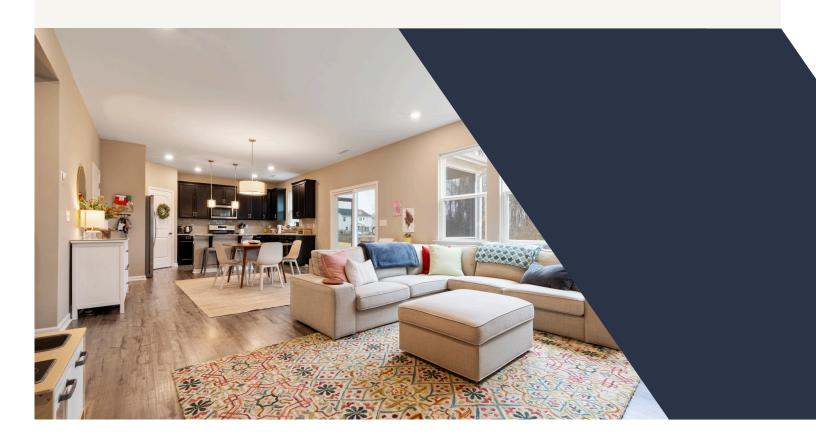
#### 06. Focus on Kitchens & Bathrooms



- These are the **make or break** rooms for buyers. Full renovations aren't always necessary, consider cost-effective updates:
- Reface or paint cabinets, add modern hardware
- Replace faucets with stylish but affordable options
- Re-grout, caulk, and replace old shower curtains or glass doors
- Swap dated countertops with affordable quartz or butcher block
- A fresh and modern looking kitchen/bathroom can add **tens of thousands** to perceived value.



## 07. Be Flexible with Showings



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The more accessible your home is, the faster it sells.

- Offer open availability, try to accommodate evenings and weekends and shortnotice requests. Serious buyers often have busy schedules and may only be available outside traditional hours.
- Keep the home "show ready" daily Beds made and personal items stored
- Counters cleared of clutter
- Garbage and recycling taken out and floors swept or vacuumed
- Lights turned on and blinds open before leaving the house
- Step out during showings. Allow buyers to freely explore the home without pressure. Buyers often feel more comfortable imagining themselves living there when the current owner isn't present.



# Get in touch

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