



IVAN BAYTER

REAL ESTATE

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



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

(Continued)



- **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*)



*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



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



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

- Offer open availability, try to accommodate evenings and weekends and short-notice 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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