



GUIDE TO MAKE YOUR HOUSE MORE APPEALING

BEFORE SELLING IT

Presented By

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Abstract

All homes have a unique charm, even if they don't have the modern conveniences. This indicates that it's time for a home renovation when you observe it. At this point, you might be wondering how to remodel an older home before selling. Look through actual home renovation ideas to obtain some ideas before starting your own restoration project.

Introduction

If you are mostly satisfied with your home's condition and there aren't any significant repairs that need to be done, you might not be considering a renovation before selling. But there are a lot of advantages to a full custom home remodel in Surrey that you might not have considered. In this you know about cleaning, renovating and decorating your house before selling.

1. Projects You Should Always Tackle Before Selling Your House

Selling your home can be one of life's most stressful events. You want it to sell quickly and preferably, above the asking price. And, would a bidding war be too much to ask? However, there are things you need to do in advance to boost your home's selling price. Here are the top home improvement projects our experts recommend tackling before putting your house on the market.

- **Apply a fresh coat of paint**

Unless you've recently painted it, your home could use a fresh coat of paint. Over time, walls become dingy after experiencing a lot of wear and tear. Christopher Totaro, an agent at Warburg Realty, says he's always surprised when a seller looks at him sideways and says, "You want me to do what?" But he explains that painting the home is a must. "You have lived in your home for 10 years, have four kids, and you expect to bring top dollar, so yes, I am suggesting that you paint." Totaro says painting the home makes it stand out from other properties and can even help to reduce the time on the market.

Since you see the house every day, it's easy to overlook problems that may jump out to buyers. "Often, a wall can be scraped or peeling, and sometimes, previous water damage was left unattended," explains Mihal Gartenberg, another agent at Warburg Realty.



- **Declutter before selling your house**

Another project before selling your house that costs nothing but pays big dividends is doing a room-by-room decluttering, according to Dalzell. Every buyer loves going into model homes because they are perfectly staged. Just clearing off countertops, boxing up extra picture frames and decorations, and thinning out some furniture will make rooms appear bigger and allow the buyer to imagine their own furniture in the living spaces. When decluttering, don't forget about the pets. "Just as sellers would be advised to minimize the effect of young children's toys strewn about the home, they should do the same with pets and their accessories," says Gartenberg.

- **Upgrade your cabinets**

Since the largest items in a kitchen are the cabinets, refreshing them is a great way to update your space, says Pamela O'Brien, principal designer at Pamela Hope Designs in Houston. "Options range from simply painting or staining cabinets, to replacing the doors and drawers with a new style. For a very budget-friendly refresh, scrub your cabinets and polish them with a cabinet restorer. Finish them off with new hardware to update your look." Daren Herzberg, a licensed associate real estate broker and co-founder of the Babst + Herzberg Team at Compass in NYC, agrees that refreshing a cabinet can give a new look without a major remodel. "By just repainting cabinet fronts and replacing hardware, the kitchen can look largely redone without any real construction." If the cabinet style itself is outdated, consider replacing just the fronts, which is much more cost effective than brand-new cabinets.



- **Add a backsplash**

A new backsplash is a smart way to update a dated kitchen. "A backsplash is often overlooked, but can be a very impactful part of the design palette for a

kitchen," says Herzberg. The average backsplash is 30 square feet and nice new tile can be had for a minimal cost that can provide a huge aesthetic upgrade to an older kitchen."The main purpose of a backsplash is to protect your walls from grease and other stains while you are cooking, but why not have some fun with it?" says Lanna Ali-Hassan, owner and principal designer of Beyond the Box Interiors in Washington, DC. Subway tile in unexpected patterns and contrasting grout can keep it classic, while infusing a little more personality.

- **Give each room a purpose**

If your dining room is also an office, or your basement is a gym/man cave/playroom, you may want to remove the evidence and make each room serve a single purpose while you're selling your home. "If there's a desk in the bedroom, remove it," Moorji says. Multipurpose rooms may make buyers balk, as they think the home doesn't have enough room to suit their needs.



2. Remodel Your Home Before Selling

Some homeowners are hesitant to put a little extra work and updates into their home before selling it. While caution is a good thing — and you certainly don't want to pour more time and money into the house than you'll be able to get back when you sell it — there are some widespread myths about remodeling to sell that I believe smart homeowners should have debunked before deciding.

- **Homebuyers want to remodel after they purchase the home.**

Thanks to HGTV and other home makeover television shows, sellers are under the mistaken impression that every buyer is enthusiastic about the prospect of remodeling a home after they buy it. But it's important to keep a few things in mind before expecting that a buyer will be excited about remodeling:

- Buyers typically can't visualize the end result from remodeling. They see what your home is, right here, right now. In most cases, they either want to purchase a fixer-upper home — and pay a fixer-upper price — or buy a house they can move into immediately.

- Buyers don't want to rent another living space while their home is remodeled. Buying a home is a huge financial investment anyway, and rent prices are high. In a lot of cases, people may be purchasing a house specifically to avoid paying rent.

- Homebuyers are busy. They have jobs, families, kids and other responsibilities. Not everyone will want to move into a work zone, and most likely don't have time to do the work.

- Inexperienced buyers will get quoted high prices for remodeling. Most buyers have never done a remodel on a house and would have no idea where to start.

- **Remodeling takes too much time.**

Another reason people are hesitant to remodel their home before selling is the idea that it'll take too much time, but this isn't necessarily the case.

Experienced teams can make it an efficient and fast process, especially when multiple projects can be done at the same time. Remodeling can actually be a time-saver when it comes to selling your home. Homes that are freshly remodeled and updated are going to sell much faster than houses that are outdated or in need of repairs. If you spend some time updating major living areas, you can expect to have multiple bids and buyers fighting for your home. Remodeling doesn't have to be a time-consuming process if you plan ahead. Start your remodeling early so that you're ready at the peak selling season — late spring and early summer.



- **Remodeling won't pay off.**

There certainly are some things to consider when remodeling your home, but if you're strategic, it can pay off. For example, remodeling the wrong areas can be a waste. One of the best places to focus your effort is on your kitchen, since that tends to be a selling point. There are a lot of small upgrades you can do that will really raise the value of your home. Things like replacing knobs and handles, updating faucets and lighting fixtures and adding As an example, the San Francisco metro area, where I sell and help clients remodel homes, has the

highest returns on investment for updating a home. Buyers in this area want fresh, modern homes. They also tend to have a higher budget and are willing to pay more for a home that is what they want. Remodeling the key rooms of your home — the kitchen and bathrooms being the main areas — can help appeal to buyers and raise the selling price. If your budget is tight, I recommend spending on things that will bring the entire house together like paint or flooring, instead of spending it all in one room. The goal is to make the entire house feel new and updated, not just one room. The MLS is the top source for flippers to find homes. They find outdated kitchens and bathrooms, remodel them effectively and resell them at a higher price — so why not go ahead and do the updates yourself and get that higher price? a fresh coat of paint on your front door can all have a huge impact on how buyers see your home.

3. Paint Your House Faster and Easier

Time always seems to be too short. So, if you choose to paint your own house instead of hiring professional house painters, you'll probably benefit from time-saving tips. These are hacks, tips, and recommendations that can help you paint your house efficiently, effectively, and with less effort.

- **Start Painting at the Right Time**

What's the best time to start painting? First thing in the morning? Late in the afternoon? As it turns out, the best time to paint a house is as early as possible, but not so early that dew or other moisture are still on the house siding. Accumulated moisture remaining from the previous night will cause streaks and poor adhesion, prompting you to go back and touch up the flaws. Make sure that temperatures have risen to 35 °F or more, depending on the type of paint you are using. But don't wait too long. When the siding heats up, it will prematurely cure the paint—another condition that will require you to go back and fix.

- **Wash the House Quickly**

Most houses will need to be washed down prior to painting. Washing a house by hand is the most effective and the most work-intensive method. What's faster? If you own a pressure washer, spray down the house two times. First, clean it with a soapy solution. Second, rinse it with clean water. If you have no pressure washer, your next-best option is to thoroughly hose down the house, supplemented by scrubbing with a nylon brush in key areas.

While changing the exterior house color is fun—and often, the sole reason for painting the house—it significantly increases the amount of work and slows down the project. If you want to change the color, then consider making the Does your house need a complete coat of primer before applying the paint? When the paint is in good condition and you are re-painting the same color, there should be no need to apply primer.

Bare wood, wood filler, and rust-stained areas should all be primed. If you just have a few bare patches, one quart of exterior-grade primer should be enough. Prime only the unpainted and unprimed areas with primer, not the whole house. Scraping paint is a universally unloved subset of painting. After scraping paint for a couple of hours, you will long for the comparatively easier jobs of brushing, rolling, or spraying.

One problem with paint scraping is that one section always seems to lead to another. If the edges of the paint will stay down, you can probably leave it alone. The new paint will seal the edges and help keep it in place. Scrape until you reach a relatively solid edge, then stop at that edge.

If you find that you need to remove all of the paint from the house, it is time to hire house painters or a crew to mechanically remove the paint.

- **Use a Paint Sprayer**

Paint spraying allows you to quickly and efficiently cover large areas or areas that have lots of details. Paint spraying means that all non-paintable surfaces within 20 feet should be covered. Cover bushes, small trees, and grass. If your house is rich in architectural details, the time invested in paint spraying will pay for itself many times over. Details usually mean brushwork, and brushwork

is always slow. But if you are able to mask away non-painted areas without undue time or effort, this is highly recommended.



- **Minimize Cleaning**

After a long day of painting, the last thing you want to do is clean up your brushes and roller covers. But cleaning is an essential step in keeping your painting tools around for a long time and in good condition. For paint roller covers, purchase inexpensive quality roller covers and dispose of them at the end of each painting session. Exterior painting is conducive to economy-quality roller covers. Or clean paint rollers by submerging the roller in warm water, plus a few drops of mild dish soap. Wearing waterproof gloves, squeeze out the paint underwater. Then, rinse several times in clean water. Buy high-quality brushes and treat them well. Clean good brushes with a paintbrush comb and a continuous flow of water, like from a hose or a sink. Paintbrush combs cut brush clean-up time by pulling out all of the paint remaining between the bristles.

4. Tips For Keeping Your House Clean When Selling

From the initial photo shoot to the revolving door of showings, to inspections, appraisals, and everything in between, it's SO hard to keep a house looking clean and staged while still living in it. I totally get it, because I'm going through the selling process right now. Me, my husband, our teenager, 70 pound dog, two cats, and two baby kittens. And so far, even with two full time jobs, we've actually been able to hold down the fort and keep it looking just as good as it did in its photo shoot (minus the "box room..."). Here are my real-life personal tips for keeping a house clean and staged throughout the selling process. These things worked really well for me, but always remember to make adjustments based on your exact lifestyle and schedule.

- **Think Like A Home Stager**

If you haven't actually put your house on the market yet but you plan on doing it soon, this is the key to a good start. You've got to stage your house. Even if you have the most gorgeously decorated home. Even if you own really nice stuff. And even if you don't have any extra money for professional staging. You HAVE to do a little work on the front end to make your home look like a house others will want to live in. Treat it like an Air BNB. If you were staying in a vacation rental, you would never see photos of the owner's family or their mail on the counter. You'd never see their pet's beds or their dirty laundry. And you'd never see a bunch of random clutter that doesn't serve a purpose. Now is the time to turn your home into a house so potential buyers see it as a neutral space, not a visit to someone else's abode. Here's a post I wrote on how I staged our last house to sell in two days. And guess what? I did the exact same thing in this house and we were under contract in just two days. AGAIN! Obviously it works. Or we're just really stinkin' lucky. Some highlights are easy things like clearing your countertops, decreasing the amount of toys and decor on display, and putting excess furniture in a storage building until the move.

- **Get Yourself A Cleaning Caddy**

Time is short when you're selling a house. You could be halfway through a movie and bowl of popcorn, then all of a sudden get a phone call asking for a

showing in an hour. To save you from scrambling, keep all your cleaning supplies in a handled caddy so you can zoom through the house and touch things up without running back and forth to your supply closet. Here's a post on how to stock a cleaning caddy and what you should keep inside. And to remind you how important it is to stage a home well, less stuff = less to clean. So purge, donate, and pack up anything that's not necessary.



- **Wipe Counters And Sweep Floors Every Night**

Have you ever noticed that clean countertops and floors can make a messy house feel cleaner instantly? There can be a pile of clothes on the chair, dishes in the sink, and toys oozing out of every basket and shelf. But clean countertops and cleared floors make it feel at least halfway better. I cleared and wiped down every counter and swept the floors in our house every night before bed during both times we were selling. Even if we didn't have a showing the next day. And even after showings were over and we were under contract. Because you never know when someone will need to come in. And you never want your buyer to see the house any other way than it was when

they fell in love with it and put down their earnest money. Here's a post with the things I do every day to keep my home guest-ready at all times, even if I'm not moving. It's a great resource for both your selling process and regular daily routines.

- **Utilize Your Hampers**

First of all, if you thought you could cram all your stuff in closets and cabinets like you do before surprise guests show up around the holidays, think again. Buyers, inspectors, and appraisers are all looking in your closets and cabinets! There are literally NO hiding places when your house is on the market. I used clothes hampers to put random items, toys, pet stuff, and electronics in right before time for the house showing, then I popped the hamper in the trunk of our car and headed off into the sunset in hopes that I didn't forget a dirty sock in the bathroom floor. We also took our dog's bed, the litter boxes, and anything else that made it look like people reside here. Of course all this didn't fit in one vehicle, so we usually put all the "stuff" in one car and the pets in another. Then we dropped off the "stuff" car at our local grocery store to sit for a few hours (with their permission) and we went to my mom's house to hang out until the showings were over. If you need help learning how to purge things while you're planning a move, this post will walk you through how I got rid of almost half my stuff before we packed up our house.

- **Turn ON ALL The Lights**

This may sound counter-intuitive, but turning on every single light in the house makes it look cleaner. The brighter it is in the house, the less dust, smudges, and floor scratches will show. All the imperfections and signs that you didn't get a chance to Swiffer this morning will be hidden by the harsh brightness of 34 light fixtures blasting through the house. Also, here's a reminder right here and right now to make sure no light bulbs are blown out in your house. Inspectors may flip the switch of a burned out bulb and can ding you for "maybe having an electrical problem" even if there isn't an electrical problem.

- **Minimize Kids' Toys**

Did I just lose you there? Before you say that's not possible, let me assure you that it is. If you have three rooms in your house that are bursting at the seams with toys, or if your kiddos have a bad habit of making a big mess in 5 minutes flat, hear me out. No matter their age level, they probably have too many toys anyway. I'm not asking you to go through their room with a trash bag to fill with donations, but I am asking you to do some pre-packing. Let each kid pick their absolute favorite things that they can play with for hours without getting bored, and put those into a backpack or suitcase to keep out. Then pack up the rest. It's only for a little while and less toys available means less mess to clean up on the fly. Your kiddos will be fine with just a few toys and art supplies, I promise. Need help teaching your kids to be ok with letting go of clutter and toys they no longer play with? This post has got you covered.



5. How To Get Rid Of Tough Stains On Clothes And Upholstery

Nothing can be more heart-rending than spilling red wine or coffee over a new white dress or plush upholstery furniture. Removing stubborn stains from clothing and upholstery may seem easy but abrasive tools or strong cleaners can cause discolouration and damage.

If you want to remove wine stains, pet urine stains, grime and other tough stains from clothes and expensive upholstery, use this guide and eco-friendly cleaning products.

You can also hire seasoned professionals for a meticulous end of lease cleaning Canberra if you are at the end of your lease and concerned about your bond money. They will clean everything according to the REIACT-approved checklist while helping you pass the rental inspection.

However, if you want to get your clothing and upholstery back in pristine shine, try the following tips:

- **Remove Red Wine Stains**

Did you or someone spill red wine on the fabric? Treat it as quickly as possible using the right methods. Here is a quick guide to help you remove this stubborn stain from clothing and upholstery:

Clothing

For a fresh stain, hold the fabric wrong side up and rinse it in cold water to get rid of stains.

For dried wine stains, mix one part of 3 per cent hydrogen peroxide and cool water. Soak your stained clothing for an hour or overnight. In the final step, wash your garment in plain water and check whether the stain disappears or not.

Upholstery Furniture

Instead of scrubbing or rubbing your expensive upholstered furniture or rugs, you can try out these hacks to remove wine stains:

- Dab a solution of household bleach and water on the stain using a cloth
- Follow up by dabbing it with a cloth dampened in hot water
- Blot up the wet area. You can also use distilled vinegar to get rid of stubborn stains.
- Use hot water again and blot the area for sparkling results.

Tip: You can buy the best upholstery cleaner of 2023 and keep it clean and shiny all year round.

- **Tackle Pet Urine Stains**

Pet stains can ruin the entire look and feel of your fabric. Instead of using ammonia-based cleaner, you can try these hacks for sparkling results:

Clothing

Wash your stained clothes with laundry detergent in hot water. Also, train and groom pets as soon as possible to avoid these situations.

For stubborn pet stains, add one cup of distilled vinegar in soapy water and let it soak for 10-20 minutes. Scrub the stain off using a brush and rinse your clothes in plain water. This will kill germs and banish bad odours in no time.

Upholstery

It is good to soak up urine stains using white paper towels if it is fresh. Blot the surface firmly to absorb as much liquid as possible.

For old pet urine stains, mix one part of white vinegar, one part of cool water and two tablespoons of laundry detergent. Pour this mixture into a spray bottle and saturate your upholstered furniture for a few minutes.

Use a soft-bristled brush to get rid of embedded stains, and sprinkle a generous amount of baking soda. Leave it for a few minutes to banish germs and bad smells or until you vacuum clean it.



- **Coffee Stains**

Clothing

Nothing can be more challenging than dealing with old coffee stains from your jeans, white shirt or trouser if you don't know the right technique or hack. That's why it is good to tackle coffee stains as soon as possible.

Blot up excess liquid with a clean microfiber cloth. Now, presoak the stain in warm water, white vinegar and dishwashing liquid. Let it sit for 10 minutes, and scrub it using a sponge.

Rinse and dry your clothes.

Upholstery

You can use the same solution and soak the stained area for 10 minutes. Using a magic eraser can also help you get rid of dark coffee stains without causing any discoloration.

- **Eliminate Tough Mud Stains**

Clothing

You don't need any fancy cleaning product to remove mud stains from clothes. Soak your garment in hot and soapy water. Let it sit for 20 minutes until you brush with a soft-bristled tool. Repeat the process if required.

You can also pre-clean with baking soda to get rid of stains and grime.

Upholstered Furniture

- Let the mud dry completely
- Vacuum up using a heavy-duty machine
- Mix one tablespoon of mild dishwashing liquid and two cups of cold water
- Blot the area with a clean cloth.
- Repeat the process for better result.

- **Dried Blood Stains**

Clothing

You can soak a microfiber cloth in 3 per cent hydrogen peroxide and scrub the stain gently. Add a few drops of liquid detergent and wash the affected area in cold water.

Upholstery

Blot up the surface with a clean cloth if the stain is fresh. For dried one, use vinegar, dish soap liquid and cold water. Soak the area for 15 minutes and

scrub off using a magic eraser. Blot it again with plain water and let it dry completely.

You can hire professional end of lease cleaners in Canberra if you want deep cleaning of your rental property. This can help you get the full bond money back without any stress.

Wrapping Up

These are some of the best ways to remove different types of stubborn stains from your trousers, white dresses, shirts, jeans and upholstery furniture without causing any damage or discolouration.

6. Conclusion

In conclusion, enhancing your home's appeal before selling is a strategic investment that can significantly impact the selling process. By following this guide, you've embarked on a journey to create a visually enticing and market-ready property. From curb appeal to interior upgrades, each step contributes to attracting potential buyers and securing a favorable sale. Remember that first impressions matter, and the efforts you put into making your house more appealing can translate into increased property value and a quicker, more successful sale. As you implement these tips, envision your home through the eyes of potential buyers, ensuring a positive and lasting impression.

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