

# **Seller's Guide: Sprucing Up Your Home to Match Buyer Expectations**

**Your Path to Financial Growth,**

**Presented by Amy DeBusk**



**Phone Number**  
(916)705-2557



**Our Website**  
[www.amydebuskhomeloans.com](http://www.amydebuskhomeloans.com)

**MORTGAGE MADE EASY ACADEMY**



loanDepot.com, LLC. All rights reserved. NMLS ID#174457  
([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)). For more licensing information,  
please visit [www.loandepot.com/licensing](http://www.loandepot.com/licensing). #281056

# Seller's Guide: Sprucing Up Your Home to Match Buyer Expectations



First impressions matter when selling a home. Buyers are looking for move-in-ready properties that feel inviting, well-maintained, and worth the investment. A few strategic upgrades and touch-ups can make all the difference in attracting offers and maximizing your home's value.

**Here's how to get your property market-ready:**

## Exterior & Curb Appeal



**Buyers' first impressions start here!**

- **Landscaping:** Trim bushes, mow the lawn, and add colorful flowers for curb appeal.
- **Front Door:** Repaint in a bold yet neutral color (e.g., navy or black) and add modern hardware.
- **Outdoor Lighting:** Replace old fixtures and highlight pathways and outdoor spaces.
- **Outdoor Living Spaces:** Stage patios or decks with cozy furniture to showcase the potential for outdoor entertaining.

**Buyers Want:** curb appeal, outdoor living spaces, and natural light from clean windows and well-maintained exteriors.

# Living Room

**Create a welcoming and functional space.**

- **Fresh Paint:** Choose light, neutral tones to brighten the room.
- **Natural Light:** Clean windows and open curtains to let sunlight in.
- **Staging:** Arrange furniture to emphasize an open floor plan and spaciousness.



**Buyers Want:** Open floor plans, natural light, and modern design.

# Kitchen



**The kitchen is a deal-maker for most buyers!**

- **Countertops:** If possible, upgrade to quartz or granite for a modern look.
- **Cabinets:** Repaint or refinish, and replace hardware with sleek, contemporary designs.
- **Appliances:** Invest in energy-efficient appliances; clean them thoroughly for showings.
- **Deep Clean:** Scrub backsplashes, sinks, and floors until they shine.

**Buyers Want:** Modern kitchens, energy efficiency, and adequate storage (show off pantries and cabinets).

# Bedrooms

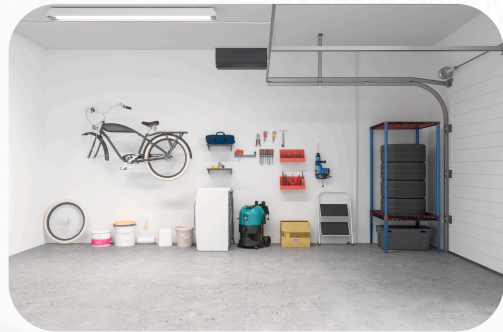
Help buyers envision restful spaces.

- **Neutral Bedding:** Use clean, crisp linens in neutral tones.
- **Walls:** Paint with warm, neutral colors to create a cozy atmosphere.
- **Closet Space:** Declutter and organize closets to showcase storage potential.



**Buyers Want:** Adequate bedrooms with functional storage.

# Basement, Garage, & Storage Areas



Storage matters!

- **Declutter:** Remove unnecessary items to make storage areas feel larger.
- **Lighting:** Brighten dark spaces with energy-efficient bulbs.
- **Repairs:** Fix leaks, cracks, and damaged walls.

**Buyers Want:** Ample storage, modern systems, and functionality.

# Outdoor Spaces

Enhance your outdoor areas to wow buyers.

- **Deck/Patio:** Stage with furniture and add string lights for evening showings.
- **Garden:** Trim and tidy flowerbeds to enhance the space.



**Buyers Want:** Outdoor living spaces and safe, enjoyable yards.

## Windows & Flooring



**Upgrade these high-impact areas for a fresh look.**

- **Windows:** Clean thoroughly and ensure all are in working order. Consider replacing older windows with energy-efficient models.
- **Floors:** Refinish hardwood, replace worn carpets, or install luxury vinyl for a budget-friendly update.

**Buyers Want:** Energy-efficient windows and quality flooring.

## Smart Home Features

**Integrate technology where possible.**

- **Smart Thermostats:** Install programmable thermostats for energy savings.
- **Smart Lighting:** Add voice-controlled or app-enabled lights for convenience.



**Buyers Want:** Smart home features for ease and efficiency.

## General Tips for Sellers

Selling a home isn't just about putting it on the market—it's about making it as attractive as possible to potential buyers. Small improvements can go a long way in boosting your home's value and ensuring a faster sale. Here are some key tips to get your property ready:

- **Small Repairs:** Fix squeaky doors, leaky faucets, and loose handles.
- **Energy Efficiency:** Showcase energy-efficient upgrades like HVAC systems or solar panels.
- **Professional Photos:** Capture your home at its best for online listings.

**Pro Tip:** For every dollar you spend sprucing up your home, aim to get at least \$2.00 back in your sale price. Before making any changes, schedule a free walk-through with your real estate agent to identify the updates that will provide the best return on investment.

**TO BE REFERRED TO ONE OF OUR  
PREMIER LISTING AGENTS,  
PLEASE CONTACT AMY DEBUSK**

Scan the QR code to start your application and take the next step toward homeownership!

