

Smith Homes Team Real Estate Flyer

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Do Homebuyers Want Fixer-Uppers or Fixed Up Homes?

You're ready to list your home for sale...then you look around. Should you spend more time and money on fixing it up or just try to sell it as is?

The answer depends on a couple of things. What's the condition of competing homes for sale? What's the likelihood of a return on your investment? Talk to your agent before making any repairs to weigh the pros and cons with your particular home and your personal situation.

Most buyers want a home that's in move-in condition. Smart sellers will weigh the cost of the proposed improvements against the home's market value after the repairs or upgrades are completed. Such an improvement might not be warranted if an upgrade won't return the investment. Before you decide which changes to make, realize that kitchens and baths carry the highest return.

You might also want to tour other homes for sale in the neighborhood with your agent. Note the condition and amenities in these homes. Compare homes in the neighborhood to yours. If most of them have upgraded kitchens, you should concentrate on fixing the kitchen. These homes are your competition. Sometimes simply painting cabinets and installing updated hardware can give your kitchen an all-new look.

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A minor kitchen remodel might be a good investment!

Make a list of everything that's defective, broken, or worn out. Buyers might wonder what else in the home has been neglected if they spot problems or malfunctioning systems as they tour your home. Replace worn or stained carpeting. Repaint dark or marred walls with neutral paint.

It's a seller's market, and you may get away with fewer fix-ups before selling, but a home that needs repairs will still deliver a lower price in **any** market. Buyers might not make offers for a home that needs work. Your agent has their thumb on the market pulse, so ask for advice.



The traditional birthstone of April, the diamond is thought to provide the wearer better relationships and an increase in inner strength. Wearing diamonds is purported to bring balance, clarity and abundance.

Open Houses are Like Block Parties...Without the Barbecue

We enjoy holding homes open on the weekend. Are we crazy? Maybe. You see, we like social events and the opportunity to meet and engage with new people—particularly those who share our interest in real estate!

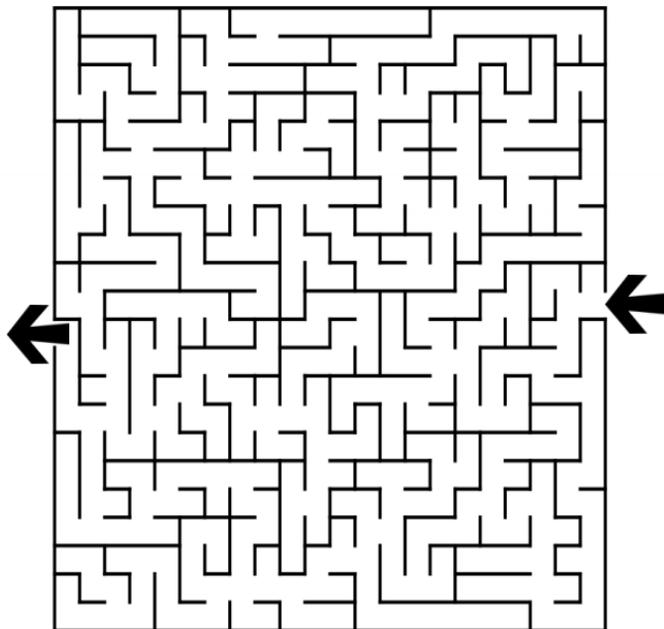
We especially enjoy the diversity of interests and generational differences that appear at open house events. It's like a neighborhood event, where you can meet and chat with the people who live next door or across the street as well as those with an ambition to become a neighbor. Kids, parents, in-laws—all show up.

Our part is easy. Turn on all the lights, freshen the array of pillows placed on furnishings, smooth the bedspreads and open the front door in anticipation of the first arrivals. No food or beverages to prepare! No spills or crumbs in the sofa to clean up. And guests don't congregate in the kitchen!

We like to ask our guests "what do you think of the house?" "What do you think of the price?" We learn a lot this way about the home buying public's perception of our client's property, not to mention getting a chance to extol a property's best features. It's a kind of acid test of our presumptions about what we think the market will like. Most of the time we're right (not bragging, just fact).

What we enjoy the most is describing the neighborhood to out-of-town guests. You see, we take time to learn about neighborhoods that are new to us. We meet the neighbors, learn about the schools (if we don't already know about them) and gather factoids about life on the block and in the town. For a short time (the length of an open house event) we get to be part of the neighborhood, and that's one of the best things about our work.

Selling or Buying a House Doesn't Have to be a Maze!



We are never too busy for your referrals!

