

Fix it? Or leave it “as is”?

When preparing your property for sale, you want to make it as attractive as possible to buyers. After all, the more buyers like what they see, the higher the probability you’ll get good offers.

That’s why it’s advisable to clean, declutter, decorate, fix, and improve as much as possible.

But, how far should you go with fixing and improving? For example, should you tear down the old deck and build a new one? Or, should you leave it as is?

Should you paint the main floor? Or is it okay to leave the faded finish and few wall dents just as they are?

Those can be difficult questions to answer because many factors come into play.

- What is the traditional return on investment for that home improvement? (In other words, how much will you get back when you sell?)
- To what degree will the fix or improvement help sell your home faster and/or for a higher price?
- If you don’t make the fix or improvement, will those deficiencies be likely to dissuade buyers who would otherwise be interested in buying your property?
- What are the current market conditions? Are there other listings in the area competing with yours?
- How much will the fix or improvement cost? Is it affordable, given the benefits of having a listing that’s more attractive and move-in ready?



Once you have answers to those questions, you’ll have a clearer idea of whether to fix it or leave it as is.

I can help you get those answers. Call today.

Revisiting Previously Unaffordable Neighbourhoods

Imagine you’d been keeping your eye on a desirable neighbourhood over the years. You had hoped that one day you could buy a home there. But, then you saw prices creeping up — to a point where they became unaffordable.

“Oh well,” you’d thought. “I guess we won’t be moving there!”

That scenario is familiar to many homeowners. In fact, you too may have been keeping your eye on a neighbourhood you’d love to get into but have decided it’s become too expensive.

If that’s so, it might be worth taking a second look.

The real estate market changes. One year an area might be a red-hot seller’s market with prices soaring. The next year, things may have cooled, and prices stabilized.

That means the desirable neighbourhood you’ve been coveting might, today, be more affordable than you think. Prices might have become more reasonable. There might be more inventory (more homes for sale), giving you, the buyer, a competitive edge.

And, don’t forget that your own property

may have gone up in value, perhaps considerably. That means the money you make from selling your home may make buying in the desirable neighbourhood doable.

It’s something to think about!

So, if you’re dreaming of getting into a particular neighbourhood, don’t make assumptions about affordability. At least, not yet. Find out the current state of the market. You might be delighted to learn that the “un” has been dropped from the previously unaffordable for that area!

Want to learn more? Call today.

Think, Act... Live!

“If you believe it will work out, you’ll see opportunities. If you believe it won’t work out, you’ll see obstacles.” Dr. Wayne Dyer

“Hard work beats talent when talent doesn’t work hard.” Tim Notke