

## Spend or Save? Pre-Sale Upgrade Decisions

Money, time, and energy are among our most valuable resources, especially when selling a home. As you prepare your property for listing, it is important to consider which improvements or repairs are unlikely to yield a worthwhile return on your investment, such as:

- Window treatments. Unless they are worn or damaged, don't change them, as buyers may have their own preferences.
- Appliances, unless they are broken or very outdated, in which case, consider buying used.
- Floors (except in the case of very noticeable damage). Rather than replace hardwood, refinish it, and deep clean other types of flooring.
- An aging HVAC system — if it's still functioning well, don't replace it.
- Minor electrical or plumbing issues, such as switches that don't work, dead outlets, or a faucet that drips a bit before stopping.
- Code violations that were allowed earlier. The building code is constantly changing.
- Minor cosmetic fixes, unless you are handy. However, if the cost of the repair is likely to exceed the potential return upon sale, or if you



risk making further damage fixing it yourself, leave it as is.

**Pro Tip:** Before you sell, consult with a seasoned and experienced REALTOR®, such as myself, who can provide you with an expert opinion of what's not worth changing before selling, based on insider, up-to-date market and neighbourhood-specific data and trends.

## Countertops: Should You Refinish or Replace?



Countertops are an important focal point in any kitchen, especially when preparing your home for sale. You may be indecisive on whether to refinish or

replace them. **Generally, if the wear is limited to minor scratches or stains, refinishing may be the smarter choice.** It's typically more affordable, faster, and less disruptive than a full replacement.

**Look at similar properties in your neighbourhood to see how your countertop compares,** and if it stands out in a negative way, it might be worth making a change. **If you replace your countertop, will it complement the space, or will the rest of the kitchen seem outdated?** Would refinishing the

countertop, instead of replacing it, help it fit better into the overall aesthetic of your kitchen? If you decide to replace it, **opt for materials and designs that reflect current trends** to appeal to the widest range of buyers possible.

Also, **consider your market.** If you live in a desirable neighbourhood where homes typically sell easily, what you do with your countertops is unlikely to be a deciding factor, but if selling is more challenging in your market, and your budget allows, you may want to consider refinishing or replacing them.

## Think, Act... Live!

"The bad news is time flies. The good news is you're the pilot." *Michael Altshuler*

"The most effective way to do it, is to do it." *Amelia Earhart*