



Home to Indy Team - Indianapolis Real Estate

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# HOME IMPROVEMENT

To Maximize Your

# INVESTMENT

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HOME TO INDY TEAM - 317.731.2319 - NEXTHOME CONNECTION



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# INTRODUCTION

You've decided to sell your home and know you have to do some things to get it ready for the market. Where's the best place to start and what repairs will return the maximum amount? I'm glad you asked! In this guide, we'll offer 3 major home improvement projects that pay off, then we list minor repairs that really affect the "first impression" factor. Finally, we've included a planning worksheet so you can plan, budget and execute your home improvement projects like a pro.

*Let's get started!*

## 3 MAJOR IMPROVEMENT PROJECTS THAT PAY OFF

Sink your hard-earned cash into improvements that will bring you the most return.

*Kitchen Updates*

*Bathroom Updates*

*Overall Modernization*



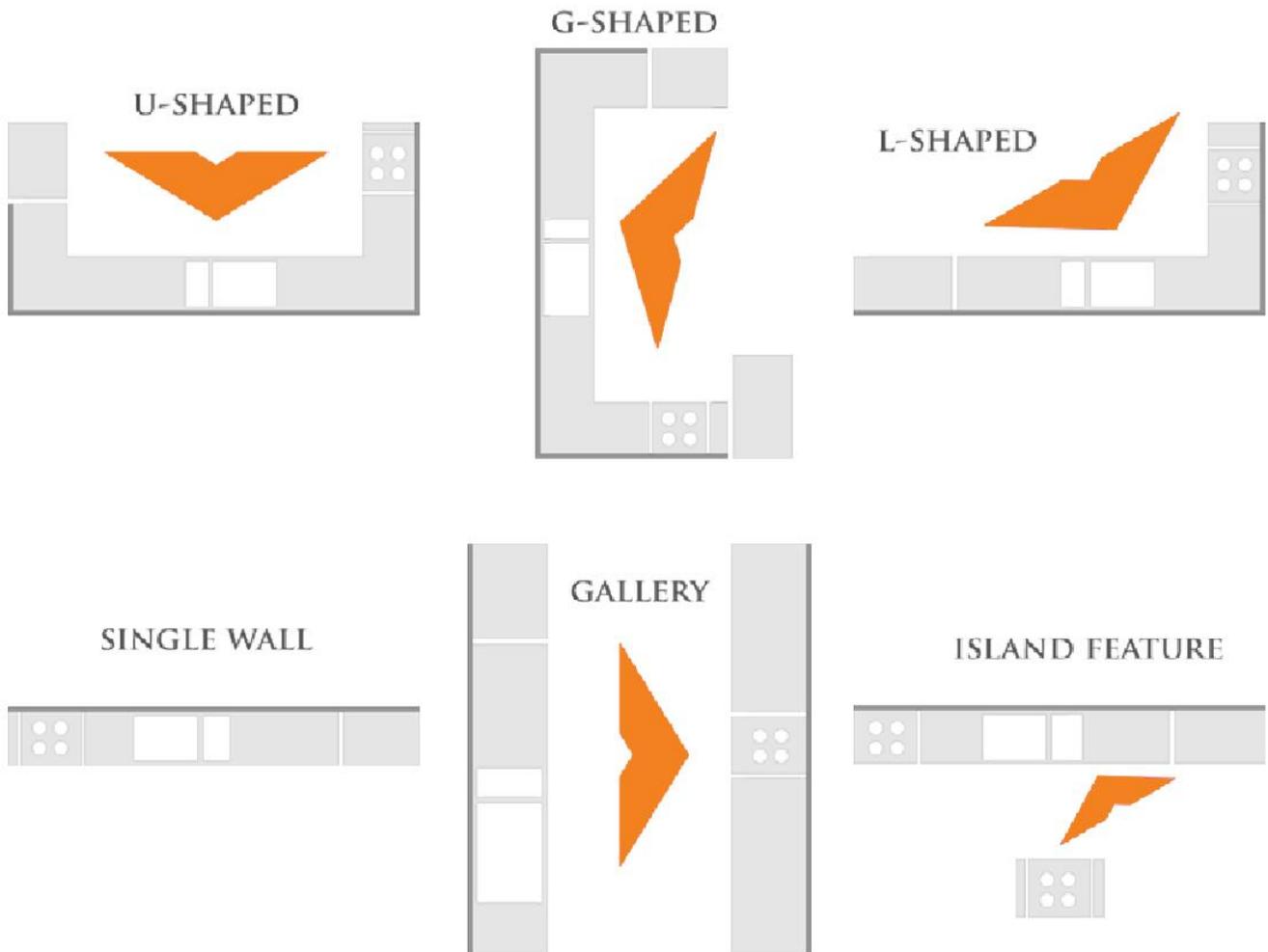
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# IN THE KITCHEN

Experts agree that the kitchen is the star of the home. Buyers are emotionally connected to a kitchen because they know a lot of living happens there. Old appliances and cheap cabinets, poor work space layout and more can turn a buyer off immediately. What should you focus on?

Most importantly, redesign the kitchen for optimum flow. Your work space should be designed in a triangle between the sink, refrigerator, and stove. These three spots should create a comfortable “working triangle” in the kitchen. Recommended distance is four to nine feet (4'-9') between each point.





**Sink first:** place the sink at a window, if you can, or the center island facing the dining room or family room.

Keep the distance short between the stovetop and sink, 4' to 9'. You carry hot water and heavy pots from stovetop to sink.

Place counter space next to fridge to make it easier to reach everything when you take food in and out.

### *More kitchen updates:*

- New cabinets, or cabinet refacing
- Stainless steel appliances
- New tile flooring
- New beautiful hardware
- Under-mounted sink and countertops



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## BEAUTIFY THE BATHROOM



An old, ugly bathroom is hard to stomach for a new homebuyer. Along with the kitchen, the bathroom holds a lot of emotional first impression response for the prospective buyer.

You don't have to spend a ton of money in the bathroom to see good results and improve the first impression. A complete change of fixtures in a bathroom, including towel rack and paper dispenser will run you about \$250 for one sink, \$400 for two.

- Install new fixtures, brushed nickel and bronze are popular now.
- RegROUT the shower.
- Add crown molding.
- Paint a bright, clean color.
- Add a new mirror. Framed mirrors look great here.
- Wallpaper one wall (away from the shower) for texture.



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# MODERNIZE



An old-looking house will fetch an old price. Pay attention to the details that date your home, and fix them!

- Remove old faux-wood paneling, or paint it. Real pine wood paneling is fine if it is part of the historic era or style of your home.
- Drywall over textured ceilings.
- Pull out old carpet and restore hardwood flooring, or lay down new hardwood or quality flooring (not laminate).
- Replace old metal pipes with PVC. This can be cheaper than you think. Modern plumbing materials make it easy to snake pipes through walls without having to gut anything. A prospective buyer will have one less major worry on their mind when its decision time.



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## MINOR IMPROVEMENTS

First impressions are the most powerful sales tools. Emotion plays a tremendous part in creating an interest in your home from a potential buyer. Make certain your home puts its best foot forward and that you follow the time tested rules and behavior that will enhance the likelihood of a sale.

Now, let's look at the cost of some minor updates you can easily perform with maximum return:

**The Entryway:** Sand and stain or paint the front door. Colored doors are in right now. Choose a complimentary color; dark red or a shade of deep green is nice if it matches your exterior. Total cost: \$25-30 a gallon. Also, consider painting front shutters, window and door trim.

**The Front Lawn:** Plant a few flowers along the pathway or near the front door. Total cost: \$25. These two items may mean the difference between a buyer stopping by or passing by. Invest in landscaping where it can be seen at first sight. A well manicured lawn, neatly clipped shrubs and clean walks create a good first impression. An extra shot of fertilizer, in season, will make your grass look lush and green. Cut back overgrown shrubbery that looks scraggly and keeps light out of your house.

**Painting:** Don't underestimate the benefit of a fresh coat of paint. This can probably do more for sales appeal than any other factor. Choose neutral colors for your walls, such as sand or beige with a touch of brown. Make sure your trim is in good condition and paint bright white. Cost: about \$25 a gallon and your time.

**Light Fixtures:** Replace outdated light fixtures and ceiling fans. You can find reasonably priced fixtures from \$49. for sconce style in the bathroom to \$89 for a ceiling fan with light. Add bright lights to darker rooms.

**Window Cleaning:** Once you have painted and lightened up each room, don't forget to clean the windows. You can have a professional do it for about \$200-300. Or do it yourself for the cost of a bottle of window cleaner and paper towels.



# PROJECT WORKSHEET

PRICE	TABLES / SUPPLIES	CONTRACTOR INFO	FINISH DATE	BUDGET	NOTES
Kitchen					
Bathroom					
Modernizing					
Entryway					
Front Lawn					
Painting					
Light Fixtures					
Windows					



# ABOUT HOME TO INDY

The Home to Indy Team of professional Realtors® know the Indianapolis real estate market. Our agents are experienced in both listing homes and representing buyers. Each agent is a **fulltime realtor**, which means they are readily accessible to clients.

While the use of technology has changed our business, we know you want to speak with a person, not a machine. We utilize the latest in technology to maximize exposure to our clients' listings, while maintaining a personal touch.

Every client is treated with respect. You will never be pressured during the process of buying or selling a home. We believe our clients are smart people who are capable of making an informed decision when presented with all the facts and data.

We maintain relationships with service providers in all professional areas related to real estate so you will always have competent advice in every aspect of the transaction. From home inspectors and contractors to title officers and attorneys, we've got you covered.

All our agents are members in good standing with our local, state and National Association of Realtors® and adhere to the Realtor Code of Ethics. We believe in our fiduciary responsibility to our clients, which means we will treat your assets as if they were our own.

Need help with your real estate needs in the Indianapolis area?

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