

COLOUR HARMONY

GETTING READY TO SELL ?

REAL ESTATE



Always Remember

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Getting your home ready for sale can be hard because many people have a tendency to remodel it according to their own taste. But when you're boosting the look of a property you're hoping to sell, you need to bear in mind more general taste and what will show your home's best features.

Think of the money you're spending as the investment you need to make in order to make more money in the end. But be careful and only do those projects that will pay off, you can leave everything else to the new homeowners taste.

Where Home Renovations Can Go Wrong

Homeowners often assume that upgrades and renovations always make their place more valuable and sellable.

But many home improvements do not, in fact, add value to the home — and in some cases, could even act as a detriment when the property goes on the market.

Don't confuse home improvements and home maintenance.

Some folks are devastated to find out that the improvements they invested in and perhaps borrowed money for, not only do not improve the value of the property but might actually detract from it.

Going overboard with renovations and things like extensive professional landscaping, swimming pools, solar systems, HVAC systems and upgrading utilities, without doing your homework, or allowing for budget & time blowouts can and does happen.

DO YOUR HOMEWORK

Ask for an appraisal from a trusted Real Estate Agent

See your Bank Manager

Check your contractors reputation carefully

The Most Cost Effective Improvement



PAINTING

Selling a house should be a profitable venture for a homeowner. In order to maximize the profits on a home sale, you can increase the attractiveness of your property with exterior and interior painting.

Paint is a relatively inexpensive way to modernize a home and could make it worth more when it comes time to sell. It's the single most cost-effective improvement you can make before selling your home.



CONSIDER NEXT

FLOORING

The next thing to consider is flooring. Carpet should be in good condition and is relatively inexpensive to replace these days.

If other areas of the house need an update, there is a great range of laminates, vinyl, tiles or wooden flooring available to suit your budget.

OTHER CONSIDERATIONS

KITCHENS & BATHROOMS

It's often said kitchens and bathrooms will sell your home. Before racing into a financial commitment – which may not give you the ROI you hope for – think about ways you can modernise without redesigning. For example, paint cupboards and update handles. Replace benchtop or vanity unit/toilet if they're showing signs of wear.

Remember your taste is unique. It may be better to save your concepts for "your dream home" and leave it to the new owner to update according to their taste.



WHY PAINT & UPDATE FLOORING?

Painting & flooring are the easiest & most cost-effective renovations you can do prior to marketing. It's a quick & relatively inexpensive way of giving your home a facelift.



**MARKET
COMPETITION**

CURB APPEAL

**QUALITY
INTERIOR &
EXTERIOR FINISH**

A modern dining area featuring a round wooden table with a white chair. On the table are a glass bottle, a glass, and a vase with yellow flowers. A brass pendant light hangs above the table. The background is a dark grey wall.

THE 'WHY' EXPLAINED

MARKET COMPETITION

Painting & updating flooring in your house will make your property stand out in a competitive market. A fresh paint job and new flooring helps your house stand out from the rest. Especially if you are on trend with neutral and earthy colours.

Some home buyers do not have extra disposable income available for home improvements, so a fresh paint job/new flooring will reduce the amount that the buyer will have to spend in conjunction with the home purchase. It can reduce the length of time your property is on market.

PAINTING TIPS

EXTERIOR APPEAL

Curb appeal is an important design element to a home resale. If painting the entire house is not affordable, or you have limited time to complete an exterior painting project, you can paint the trim, gutters and window sills to add fresh curb appeal to your home design. Remember the front door/entrance and letter box/front fence for a welcoming, positive impact. Keeping to a simple 2 colour palette is often most effective and makes your home look bigger.

TIPS

FOR INTERIOR APPEAL

In order to make your house appealing to a large number of potential homebuyers, painting interior walls with neutral, earthy paint colours is advisable. Soft, neutral colours like white, grey, tan and cream provide a blank canvas for home buyers. A fresh interior paint job also covers up paint chips, door dings and smudges that have accumulated on your walls over time. Outdated paint colours and too many different hues, negatively affect the overall appeal of your real estate property, so a new coat of paint modernizes and updates your home. New flooring if needed will seal the deal.

ASK AN EXPERT

Get an appraisal from a trusted
Real Estate Agent

See your Bank Manager if this
includes bigger financial
decisions

Check references of tradesmen
before agreeing on a contract



HOW WE HELP

We provide a complete colour palette for your home paint and flooring options. We understand what colours work in different light conditions – to present your home in the best possible way. Decisions can be made in one easy session. You'll see real samples – not screen versions and can then decide to use a contractor or DIY.



Contact Us Colour Harmony

www.colourharmony.co

Area

Wellington, Hutt Valley & Porirua

Virtual Consultations available from
wherever you are in the world

Book Online

Select the best option for your
budget

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