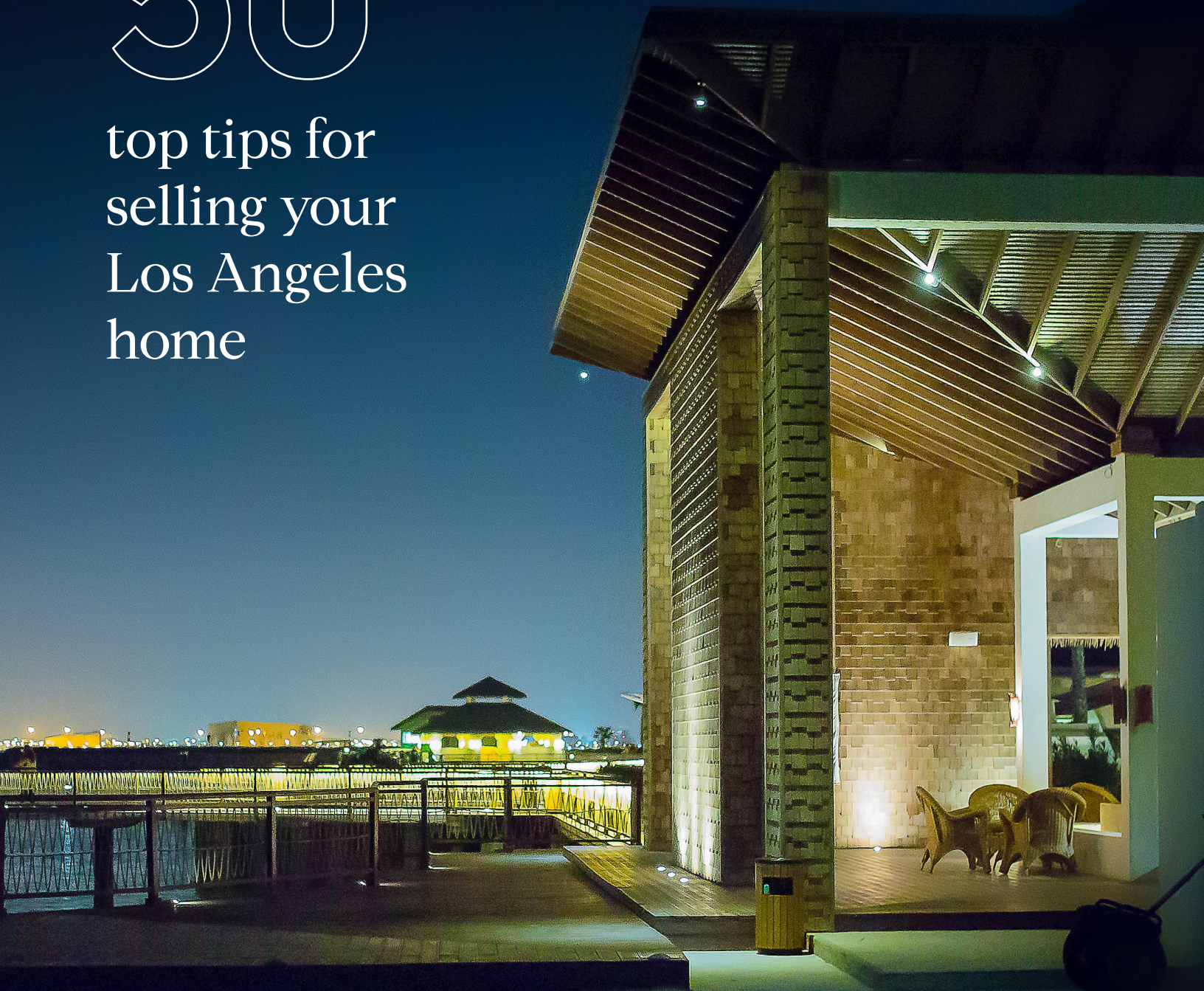


50

top tips for
selling your
Los Angeles
home



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Initial impression

CURB APPEAL



1

Clean up your landscaping.
Add mulch and flowers.

2

Remove old overgrown
bushes and trees.

3

Fix masonry and paver stones.

4

Replace old hardware
on the front door.

5

Install outdoor lighting.

6

Paint your front door
an inviting color.

7

Paint exterior, especially
the trim work.

8

Bright white trim looks
fresh and clean.

KITCHEN



9

Change the drawer pulls and cabinet knobs to stainless steel or brushed nickel.

10

Some cabinets may benefit from being painted or stained. Consider refacing if the cabinet boxes are in great shape.

11

Add new stainless steel appliances.

12

Swap out your old countertops with granite or quartz. Regardless of your home's price range, buyers want and expect solid material counters.

13

Consider installing a stainless steel sink and a pull-out spray faucet.

14

Declutter countertops and store all small appliances that aren't used daily.

15

Buy some pretty, fresh white towels.

BATHS



16

Change outdated light fixtures.

17

Add new, stylish drawer and cabinet pulls.

18

Remove the big, outdated mirror and replace it with a picture frame mirror. Or if you're crafty, paint or stain moldings and add them around the perimeter to simulate the look.

19

Add a new shower curtain that adds to the updated decor.

20

Consider adding a seamless shower door.

21

Re-grout the tub and shower.

22

Clean the grout on your tile floors.

DECLUTTER



23

While decluttering is the least expensive suggestion, it is also perhaps the most impactful. It can also be an emotional and time-consuming portion of your preparation to sell.

24

Plan ahead! If you are looking to sell during the height of the spring market, don't wait to start cleaning. 6-12 months ahead of time is not too early to start.

25

Too much clutter can make a buyer feel stressed and negative while walking through your home.

26

Simplified spaces evoke positive emotions and help buyers envision themselves living in the home.

27

Take down all personal pictures.

MAXIMIZE LIGHT



28

—
Remove heavy draperies.

29

—
Trim back bushes and trees to maximize light.

30

—
Clean your windows.

31

—
Replace light with higher wattage bulbs.

32

—
Remove window screens.

CHECK WALLS



33

Place a mirror on the wall adjacent to or opposite a window.

34

Most homebuyers in any price range don't like wallpaper. They anticipate a huge mess and an expensive inconvenience.

35

Painting can be one of the least expensive preparations that can have the most impact. Neutral colors are suggested.

36

For a fresh look, paint the spindles and risers of your staircase white.

37

Consider painting your dark molding & window trim white. Most buyers don't like dark wood trim. Dark crown molding defines the ceiling height & can make the room feel smaller.

BACKYARD & POOL



38

—
Give the backyard the same curb appeal treatment you give the front yard. Back yards are a big deal for buyers; it's where the entertaining happens and it's a huge sense of pride for homeowners.

39

—
Add pots of colored flowers and manicure the landscaping.

40

—
Remove the bbq cover and thoroughly clean the barbecue.

41

—
Remove or hide the dog house and kennel, kids toys, and play structures.

42

—
Replace dated outdoor furniture or get new cushions for a fresh look.

43

—
Store away all the pool toys.

44

—
Have the pool professionally cleaned.

Know the market and consider a pre-home

INSPECTION



45

—
Try not to factor in your emotional feelings for your home when evaluating its market value. Try to be realistic. This strategy will give you more control in the deal.

46

—
One of the most important factors that brings buyers to the community is the school systems. Savvy buyers know that a great school is crucial for a strong value down the line. Our schools have a fabulous reputation, and that's one of the reasons why our area continues to grow.

47

—
It is valuable to know the current inventory of homes for sale, as these homes may represent your competition when you sell.

48

—
It would be wise to have a licensed home inspector inspect your home. This can save you time and money in the long run, and gives you an opportunity to fix those distracting small issues, as well as remediate any larger concerns that are un-

covered. Buyers can get spooked, even with small issues, especially if they are not "handy" people. Fixing these things in advance can keep nervous buyers calm and keep your deal from falling apart.

49

—
In high demand areas like ours, setting a fair, appealing asking price can show buyers your home is a great value and can actually lead to a competitive, multi-bid situation, resulting in a higher price.

LAST STEP



50

—
Invite us in!

These tips were compiled as a result of real conversations and insight with our own buying clients. There is a difference between just selling—and selling for top dollar.

Connecting cool people with cool homes

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