



The Heart of the Home & the Heart of the Home Sale!

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*If you are already working with an agent, this
is not meant as a solicitation for that business.*

If you're like most North Americans, you spend a lot of time in your kitchen. And actually, that's true all over the world. Whether you live in a casa, a maison, a haus, or a yurt, chances are that much of your life may revolve around your kitchen.

So it should be no surprise that one of the rooms that buyers are most interested in when house hunting is – you guessed it! – the kitchen. That single room nourishes not just your body, but your emotions and your soul as well.

Given the importance of this room, if you're considering selling your home it's important to do everything possible to make your home as appealing as possible to buyers. A great kitchen can help buyers overlook other flaws in a home; a not-so-great kitchen can quickly derail any hopes of an offer.

Unfortunately, this big impact room also carries a big price tag when it comes to making improvements. If you have the resources available, a kitchen remodel can add value to your home, shorten your market time, and increase the chances of receiving an offer. Kitchen remodels generally fall in to two categories: "major", and "minor".

Major kitchen remodels are a substantial investment, typically starting around \$35,000 and going up from there. Costs are high because remodels at this level may include rewiring, the movement of plumbing lines, new cabinetry and flooring, upgraded appliances, new paint and trim, and custom lighting.

In contrast, a minor kitchen remodel is far less extensive ... and less expensive. Go this route, and you might be looking at painting walls, adding new trim, repainting

or re-facing (rather than replacing) cabinetry, and installing new hardware. New appliances are often added, but these often have fewer bells and whistles than is seen in major remodels.

If you're going to invest in remodeling your kitchen with an eye to selling, do a little research to see what kinds of kitchens are "expected" in your neighborhood. Don't overinvest in your remodel, as you want to regain as much of your investment as possible when it comes time to sell.

So what other options are there? If you don't have the time, money, or energy to remodel your kitchen, here are seven sure-fire tips for to make your kitchen more appealing for buyers:

- Replace all the light bulbs with "true light" bulbs.
- Clean all the windows, and the screens.
- De-clutter cabinets and drawers. Pare down the number of plates, glasses, dishware, utensils, and cookware stored in your kitchen.
- Clean out food storage areas (refrigerator, freezer, and cupboards) to reduce the amount of food stored in your home.
- Replace cabinetry pulls.
- If you have draperies or blinds in your kitchen, have them professionally cleaned.
- Make sure your stove, refrigerator, cupboards, and drawers are immaculately clean.

Need more ideas for making your home more appealing before selling? I've got plenty of ideas to share. Just give me a call at 360-620-2690 or send an email to mollyells@windermere.com I look forward to hearing from you!

