

51 Ways To Help Sell Your Home For More in London, Ontario & The Area

Written by [Ty Lacroix](#), Realtor, and posted in [Home Seller Tips](#)

I have included some cost-effective tips and ideas to help you sell your home faster and for more. Some of these may be obvious, and some may be questionable, but they work.

Time and again, when I show or list homes, some or all of these tips would have dramatically accelerated the sale and allowed the seller to receive more money.

Over the years of working with hundreds of home sellers and buyers, the little things a buyer sees may be the stumbling block in making an offer on your home. You have only one chance to make an excellent first impression on homebuyers!

Try one or ten of these, and you will be happy you did!



Tip #1: Add a basic alarm system. Security is the number one concern for any resident, and if a homeowner does not feel secure, they will eventually move elsewhere. Many security alarm providers have lucrative introductory offers for equipment and installation. The new owner can take over the contract.

Tip #2: Install matching light fixtures and ceiling fans. Consider installing track lighting with dimmers to highlight artwork or a particular area of the room. Consider flex track lighting or suspended track lighting. Adding a dimmer switch makes your lighting more versatile and is a great mood enhancer. Ceiling fans add value, and you may want to consider installing them instead of traditional light fixtures. If you don't want to replace existing ceiling fans, clean the blades and update the decorative chain pulls.

Tip #3: Basic landscaping, particularly in the front yard. The front yard is the first thing potential buyers see, so don't miss out on your chance to pique their interest. Prospective buyers decide about your home within the first 10 feet from their car to your front door. A junky yard will make them think that you've neglected maintenance. A clean yard will reassure them that your home is well-kept. Focus on a clean-cut, straighten the lawn edges, freshen the landscaping, and add colour accents or striking shrubs for impact. Mulch is inexpensive, so use it. If your yard lacks interest, consider constructing a retaining wall. Use railroad ties, bricks, or stones to build that wall. The landscape design should complement your home's style and colours.

Tip #4: Get a new front door or give the existing one a facelift. Paint the front door a complementary but bold colour. Choose a colour that says, "Look at me!" Once you've finished painting the door, install a new doorknob that emphasizes sturdiness and elegance. Install a new kick-plate that matches your lockset finish. Remember, while your prospective homebuyer waits for you or the real estate agent to let them in, they observe your front door. If you have an old storm door, replace it. If you need a storm door, install one with ample window space to highlight the bold colour of your front door.

Tip #5: Install some blinds and window shades. Certain rooms could benefit from blinds or shades to enhance the style. The living room, kitchen, primary bedroom, and primary bathroom are the best places to start. These are the four rooms that prospective buyers will study most when evaluating your property. Pick window shades that complement existing furniture or your paint colour. If you want to stick with inexpensive vinyl blinds, ensure all the blinds in the room match the colour. When showing a home during the day, you should always open your blinds and shades to let in abundant light (unless you've got a clear view of the mess in your neighbour's backyard).

Tip #6: Get rid of photographs of people. You may love Aunt Geraldine, but you don't need to have her portrait or your ego awards! Prospective buyers must imagine living in the house, not you and your family.



Tip #7: Clean the tops of the water heater, furnace, washing machines, and any other mechanical fixtures. Most homeowners don't bother to do this at all. This makes these devices look newer, well-maintained, and clean. If your furnace looks dirty, don't be surprised if your buyer demands a concession for a new one. Please don't say I didn't warn you!

Tip #8: Ensure every light bulb in the house works. If the prospective homebuyer can't see your place, you can't expect them to like it. When people see lamps with one good bulb and three burned-out bulbs, they assume you don't maintain the residence and may worry about other deferred maintenance. Use higher-wattage light bulbs in your lamps where it's safe for a bright, warm atmosphere. Also, consider slightly pink-tinted or full-spectrum "natural" light bulbs to create a warm glow for your home. Don't forget about the bulbs in your basement and your exterior lamps.

Tip #9: Place decorative flowers and candles throughout the home. Flowers and plants work wonders, and candles give the home a romantic or warm feel. Scented candles are best; some scents are so strong that homebuyers can smell them even when the candle isn't burning.



Tip #10: Place magazines about luxury homes around the house. Magazines about elegant homes or sophisticated styles can put prospective homebuyers in the mood. When they see that bright, shiny issue on your nightstand or coffee table, they envision your property as the stylish new home that they wish to live in.

Tip #11: Refinish your hardwood floors. People like hardwood floors, particularly if the base has a lustre. If your hardwood floors are stained, you can still sand them and apply a darker finish to hide the stains. If your hardwood floors don't need to be sanded but have dull spots or cracks, try some off-the-shelf refinishing agents or cleansers.

Tip #12: Clear clutter. Space sells. Don't stuff a mess in your closets, basement, or garage. Dispose of it or rent storage space. Prospective buyers should not feel hemmed in because of all the boxes they have lying around or those old, rickety chairs you can't seem to discard.

Tip #13: Shampoo your carpet. Many people like new carpets for apparent reasons. However, we can't always afford to buy new carpets. Rent a carpet-cleaning vacuum or hire a professional carpet shampooing service. The right detergent and equipment can remove old stains and eliminate odours.

Tip #14: Place air fresheners throughout the home. You'd be amazed at how easy this one is, but how many people don't do it. Potpourri and air fresheners set the mood, and people associate fresh scents with cleanliness and purity. Be careful not to overdo it with the air fresheners, or people will think, 'You're trying to hide an odour.'

Tip #15: Power wash the exterior. Road dust accumulates under overhangs and eaves, and mould, moss, or insects may develop. Even though there's a for-sale sign in the front yard, many passersby will not call the phone number if the house looks dirty or old. Remember first impressions.

Tip #16: Install brushed-nickel or brass switch plates and wall outlet covers in the primary bedroom, the kitchen, and the dining room. Many places I've seen for sale lack matching switch plates and outlet covers. Some are ivory, some are brown, some are white, and most are dirty. New outlet covers and switch plates can cost a few cents to several dollars. You may consider installing brushed nickel or brass covers in your most heavily trafficked rooms. These covers give the room an elegant, stylish look.

Tip #17: Replace those old, worn-out doorknobs. I've seen doorknobs over 80 years old and painted them several times. Ugh! Doorknobs can be some of the dirtiest, bacteria-infested items in the house, and prospective buyers know it! Replace those old doorknobs with new ones. If the room has a brass theme, go with brass.

Tip #18: If you have a paved driveway, reseal it. If your driveway is paved but cracked or otherwise in poor condition, repair it and apply a driveway sealer. A sharp-looking driveway is the first thing a prospective buyer sees, and besides, the sealer prevents existing cracks from worsening.

Tip #19: Compile a complete list of warranties for the appliances and fixtures, and leave it on the kitchen counter. If your home has been upgraded in recent years, such as with a new roof or the replacement of major appliances, be sure to have the receipts on hand to show interested buyers. Better yet, type up a list of the warranties and leave copies on the kitchen counter. Many homebuyers need to feel confident that the house's systems are in good working order. If

your home is the only one with warranty information, these buyers may be more likely to make an offer (and a good one).



Tip #20: Run an air purifier to eliminate those lingering odours. You may be used to the smells in your house, but trust me, no one else is. If a thorough cleaning and some well-placed potpourri don't do the trick, it's time for an air purifier. An air purifier eliminates bacteria that can cause odours. An excellent place to run an air purifier is in the basement.

Tip #21: Refinish your vinyl or tile floors. Clean your vinyl and tile floors. Tile floors may need new grout. Perhaps you need to replace a cracked tile (I hope you bought one or two extra tiles in case you ever needed them).

Tip #22: Spend a day looking at Open Houses held by property sellers. After observing how others use their homes, you will see yours with a fresh perspective. Plus, you'll get a feel for your neighbourhood's market values. Top athletes and top businesspeople check out the competition.

Tip #23: Oil door hinges so they don't squeak. You may not notice the squeaking hinge because you've heard it many times, but buyers will wonder what needs maintenance—oil those hinges. Also, ensure that every door opens and closes with ease. Sometimes doors become misaligned and won't open unless you apply significant pressure.

Tip #24: Replace your doorbell if it is old or worn. One of the first things a prospective homebuyer notices is a doorbell. Is it old? Does it work? Does anyone in the house hear the bell? Imagine waiting for a prospective homebuyer to stop by, and you can't hear them ringing the bell. Doorbells are inexpensive, and a new one (or at least a new button) will impress your visitors.

Tip #25: Clean, clean, clean. Once the potential buyer walks through your front door, they should be wowed by the cleanliness. A sparkling home screams that it's been adequately maintained. Consider spending a couple of hundred dollars to bring in professionals for a thorough cleaning.



Tip #26: Modernize that kitchen. As the hub of family interaction, the kitchen is the heart of the home. Brighten the cabinets with a fresh coat of paint or some updated hardware. Add a new faucet or light fixture to rejuvenate the space, or change the window coverings for a more modern feel. Buyers are always interested in the kitchen, so try a quick facelift that will turn up the heat on your bottom line.

Tip #27: Brighten up rooms with new paint. This one is obvious, but many people still don't (or do it properly). Fresh paint may be one of the most effective dollar-for-dollar value enhancers. You can hire a professional or do it yourself. Choose neutral colours for most rooms, but don't be afraid to use a bold colour on a wall or two to create contrast or style. Just don't go wild with the bold colours. Also, consider painting the walls and trim in complementary colours.



Tip #28: Give the primary bedroom a bold and romantic look. People associate the primary bedroom with romance, authority, comfort, and style. Give the people what they want! Buy some new bed sheets or throw pillows. Consider a new comforter. Set up candles and flowers. Don't leave any clothes lying around.

Tip #29: Add crown moulding. It is available in countless colours, widths, and styles – from simple to elegant, classic to contemporary. Moulding can give an ordinary-looking room the special touch needed to stand out.

Tip #30: Add landscape lights or a decorative street lamp. A classy street lamp gets attention, even during the daytime. Landscape lights can enhance security and elegance. Some homebuyers will view a home during the day and then insist on returning at night to see how it looks. You don't have to overspend, but consider adding or updating your exterior lamps.

Tip #31: Install a new mailbox. Mailboxes can be inexpensive, and you should install a new one so prospective buyers and their guests do not notice the dingy old one at the front of the house.

Tip #32: Remove weeds between concrete slabs and walkways, a sign of property neglect and a big turn-off for potential buyers. Nowadays, you can buy weed-killing chemicals that destroy unwanted plant life in hours. Or you can try a solution of 20 percent bleach and 80 percent water.

Tip #33: Clean out the clothes dryer vent thoroughly. It matters; do it.

Tip #34: Install an automatic garage door opener. This is another good way to increase property value. Select a multi-code garage door opener remote model that routinely changes the code for additional security.

Tip #35: Enhance your porch or doorstep with pots or baskets of blooming annuals, an attractive and fragrant way to boost visual appeal and add eye-popping colour. You can find flower pots at dollar stores; a topsoil bag may cost slightly more than a dollar. A tip to keep flower pots light is to place empty water bottles in the base and cover them with soil. Sometimes, the flowers won't need a lot of dirt, and the empty bottles create space but no added weight. Ensure you water the plants sufficiently, as under-watering can have the opposite effect of what you intend.

Tip #36: Give your old BBQ a makeover. Even if you plan to take it with you or leave it, clean it! Degrease it first, rinse well, and repeat if necessary. Once clean and dry, refinish it using bright, fireproof/high-temperature paint. Select a colour that complements your home's exterior look. Or try something fun that will stand out, such as orange, yellow, or blue.

Tip #37: Enhance your home office, workstation, or area where you pay your bills. A messy desk is a messy person, or doesn't care?

Tip #38: Install a skylight dome or roof skylight—people like natural light, especially incredibly bright light from above. Skylight installation also increases natural lighting in rooms, making them more inviting and cheerful.

Tip #39: Build a mini herb pantry. Many homes are sold based on the kitchen's setup. An herb pantry can be as simple as a cubbyhole built into the wall between studs or a closet converted into one with a glass door.

Tip #40: Add something "green," like solar panels. Green is good these days (or any day). Many homebuyers want to feel they are doing something good for the planet while saving money. Solar panels are in demand again, so consider installing some. Another green activity that enhances value is adding insulation where needed.

Tip #41: Empty that cluttered basement. When selling your house in London, Ontario, I recommend clearing the basement as much as possible. Take your junk to the dump or place it in storage. Homebuyers need to feel they have ample open space (to store their belongings).



Tip #42: Trade those old, leaky faucets for shiny new ones. Kitchens and bathrooms can attract buyers or repel them. The centerpiece of any kitchen or bathroom is the sink, and the centerpiece of any sink is the faucet. Replace them yourself or hire a handyperson.

Tip #43: Change the filter in your furnace. You want to avoid that musty, stale smell when it is operating. One of the first things I do when showing a buyer a house is to check the furnace filter; it tells me a lot about the home's care.

Tip #44: Hang a large mirror in the living room to create a virtual space and the illusion of greater size. Buyers love open space; give it to them!

Tip #45: Make sure the colours of your kitchen appliances match. A kitchen with a yellow refrigerator, a stainless steel range, and a white microwave may look okay to you, but it doesn't to buyers.

Tip #46: Hang new towel bars and toilet paper holders. Once you've replaced the bathroom faucet, you'll want to hang the towel rack and toilet paper holder to match it. Make sure that you have a roll of toilet paper in the holder. I suggest you hang a decorative towel on the bar to complete the bathroom.

Tip #47: Run a dehumidifier. A perpetually damp basement or bathroom can be the breeding ground for mould, odours, and insects. Neither mould nor odour nor insect helps your cause. Run a dehumidifier to dry the air and reduce the musty smell.

Tip #48: Paint the fence or railings surrounding your home. A freshly painted fence creates a tremendous Wow factor! Prospective homebuyers often assess a property's exterior before considering whether to view the interior. You may even inspire your neighbours to paint their fences and railings by repainting yours to keep up with them. Spray paint works well on metal or cast-iron railings; use a primer first.

Tip #49: Install new street numbers on the front of your home. When prospective buyers drive around the neighbourhood to find your address, their eyes will gravitate toward bright, shiny, new street numbers. It costs only a few dollars to purchase new brass or brushed-nickel numbers to boldly identify the front of your property, and it is money well spent.

Tip #50: Use throws in colours that match the room to cover worn sofa and chair upholstery. You could consider buying new furniture to spruce up the space and then take it with you when you sell. Or, if new furniture is not in your budget, buy throws and pillows to place on your existing furniture.

Tip #51: [The London, Ontario Home Seller Guide Fundamentals.](#) In today's market, buyers are increasingly savvy. That means your home will sell at the highest profit and quickly when all the ingredients are combined correctly.

I hope a few of the 51 tips to sell your home for more will help you.

One of the services we provide is a home audit. We have a room-by-room guide for you. I will review it and create a list of what should be done, what can be done, and what shouldn't be a priority. After one hour, you will have a clear view of what needs to be done and the energy and budget required, and then you will decide the next steps.

Would you like a house or condo audit? Most realtors never offer this service. Average effort yields average results!

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