



Realtor's Insight By...

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Renovating to Sell?

If you are thinking about renovating to sell, it is important to know where you are likely to get the biggest return on your investment. It also means understanding what today's Buyers want. A high percentage of the South Okanagan's Buyers are relocating here for retirement. These Buyers are usually looking for homes that are in move-in condition and rarely want to incur the costs and inconvenience of renovating. Here are a few suggestions that will help yield a handsome return on your renovating investment:

- **Kitchens** are the heart of today's homes as they are popular gathering and focal points. Kitchens are a place to enjoy cooking a meal and chatting over a glass of good BC wine. It can also be the busiest place in the home, so a well designed kitchen means everything is well laid out, emphasizes spaciousness, and has lots of storage and counter space. Stainless steel appliances, roller-drawers, island sinks, and granite counters emphasize luxury, quality, and functionality.
- **Bathroom** renovations involve a complete replacement of existing fixtures, faucets, sinks, tiles, toilet, cabinetry, and lighting. A well done bathroom renovation should create a spa-like environment within the home which highlights relaxation. A common trend has been to reduce the space of an adjacent laundry room or closet to accommodate a larger ensuite bathroom, complete with a soaker tub or separate stand up shower.
- **Flooring and wall finishes** are the next things to look at in terms of adding value to your home. Replacing carpets with hardwood floors or tiles makes your home more appealing to people with allergies. Dark floors combined with lighter, neutral colours for walls work to enlarge the interior space, and serve to reflect light which creates a warm and bright atmosphere.

Did you know that in addition to being a skilled and professional realtor, Mike also has a broad set of skills and hands-on experience in the home renovation industry? Mike's most recent renovation project became the feature article in RONA's *InHouse Magazine*. (visit www.mikestohler.com to read more about it). If you are renovating to sell, talk to Mike first:

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