



Advice from the Experts

At All About Closets, we are all about you and creating value for our clients. As part of our commitment to you, we've partnered with the best of the best to provide our clients with valuable ideas and advice for the home, office or life in general. This month we've partnered with one of our favorite real estate professionals, Barb Heinzel with Baird & Warner. She offers professional advice for making your home stand out in today's competitive real estate market. Whether you're selling today or in the future, these are great ideas to keep in mind.

TODAY'S PERSPECTIVE HOME BUYER: ELEVATED EXPECTATIONS

The buyer in today's real estate market is more discerning than ever. Their expectation level about the interior of the home they will purchase is more important than before. There have always been three factors that sell a home and in order they are: Location, Price and Condition. The condition factor is steadily elevating. The idea of having to update a home is passé. To compete in the market place you must have certain interior appointments in place. If you are thinking about marketing your home please consider the following to make the home superior to the competition:

- **Living Room/Dining Room:** Updated neutral carpet or hardwood floors.
- **Kitchen:** Solid surface or granite counter tops. New or newer cabinetry and hardware. Stainless steel appliances. Flooring other than vinyl. Neutral decorator colors.
- **Baths:** Soaking or jetted tub. Neo-classic lighting fixtures and hardware. Ceramic, marble or travertine floors.
- **Home Office:** Space design that reflects office. Technology wired for high speed, desk and organized storage area.
- **Closets:** Professionally designed organizer system in place reflecting maximum space for closet size.

In general the property inventory in today's marketplace is plentiful. To become the buyer's choice you must be competitive.

To achieve a competitive edge, your home must be in updated condition to attract the diminished supply of buyers. Consider consulting a professional to assist you

For more great advice contact Barb Heinzel at 847-337-7751 or Holly Arnold at 847-508-5504.

www.chicagohomes4u.com



Glam up your closet with decorative hangers or a beautiful lighting fixture!

Welcome Spring with an organized home!

Start one room at a time and make it a family event. A good place to start is the garage, which stores most of your gardening tools and outdoor toys. Begin by making different piles of items to keep, donate and throw away. Sort through these at least twice and then decide what organization style works best for your family-by name, activity, similar items or a combination of things. Better yet, call AAC for a free consultation. We'll design a system that fits your lifestyle and maximizes your space.



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