Get Real with Donna

Let's talk about your next move!

REAL EXPERIENCE GROUP | GUIDE REAL ESTATE | Forbes GLOBAL PROPERTIES



A GUIDE FOR TODAY'S HOMEBUYERS

7 Smart Updates Before Selling

Strategic improvements. Stronger interest. Better results.

You don't need a full renovation to make a big impact. The right updates—both cosmetic and functional—can help your home show better, attract more buyers, and potentially increase your bottom line.

This guide highlights seven of the most effective updates to consider before selling, along with practical tips, local insights, and a planning worksheet to help you decide what's right for your home.

Small Updates. Big Impact!

- ☑ Boost your home's appeal to today's buyers
- ☑ Focus on updates with strong ROI
- ☑ Prioritize what matters in our local market
- ☑ Create a plan that fits your budget and timeline
- ☑ Get ready to show your home with confidence.

WHY UPDATES MATTER

FRESH APPEAL
Updated spaces feel clean, modern and move-in ready.

HIGHER VALUE
The right updates offers and a higher selling price.

MORE INTEREST
Well-prepared homes attract more showings and serious buyers.

FASTER SALES
Homes in hetter condition often sell faster and with fewer complications.

LOCAL ADVANTAGE
Updates that align with Placer County buyer preferences make a difference.



"Did you know?

Homes that are clean, well-maintained and thoughtfully updated often attract more buyers and can sell for a higher price in less time.



Why Work with Donna?

EXPERIENCE. INSIGHT. RESULTS. A PERSONAL APPROACH.

8+
YEARS IN REAL ESTATE

4 YEARS
PLACER COUNTY ASSOCIATION OF REALTORS® MASTERS CLUB (TOP 10%)
2021, 2022, 2023, 2025

TOP BROKERAGE
GUIDE REAL ESTATE TOP FIRM IN PLACER COUNTY

$45M+
IN CAREER SALES

Real Experience Matters

Get Real with Donna

Let's talk about your next move!

REAL EXPERIENCE GROUP | GUIDE REAL ESTATE | Forbes GLOBAL PROPERTIES



7 SMART UPDATES BEFORE SELLING

Let's Make It Personal

Use this page to evaluate your home, prioritize updates, and create a plan for your next move.

1 CURB APPEAL

First impressions matter. Make sure the exterior is inviting and well maintained.

- ☐ Refresh landscaping
- ☐ Update exterior lighting
- ☐ Clean or repaint front door
- ☐ Power wash driveway, walkway and siding
- ☐ Other _____

2 KITCHEN IMPROVEMENTS

Small changes can make a big difference.

- ☐ Update cabinet hardware
- ☐ Update countertops (if needed)
- ☐ Improve lighting
- ☐ Fresh paint
- ☐ Consider a backsplash
- ☐ Other _____

3 BATHROOM UPDATES

Clean, modern bathrooms are a top priority for buyers.

- ☐ Replace faucets and hardware
- ☐ Update lighting and mirrors
- ☐ Regrout or refresh tile
- ☐ Paint cabinets
- ☐ Deep clean _____
- ☐ Other _____

4 FRESH PAINT

A neutral, updated color palette helps buyers envision their own style.

- ☐ Neutral interior paint
- ☐ Paint exterior (if needed)
- ☐ Touch up trim and doors
- ☐ Other _____

5 LIGHTING & FIXTURES

Updated lighting makes your home feel brighter and more modern.

- ☐ Replace outdated fixtures
- ☐ Use warm, consistent bulbs
- ☐ Add recessed lighting (if needed)
- ☐ Other _____

6 GENERAL MAINTENANCE

Take care of the basics.

- ☐ Fix leaky faucets
- ☐ Service HVAC
- ☐ Ensure all doors and windows work properly
- ☐ Handle small repairs
- ☐ Other _____

7 STAGING & FINAL TOUCHES

A well-presented home helps buyers connect.

- ☐ Declutter and depersonalize
- ☐ Consider professional staging
- ☐ Deep clean
- ☐ Add fresh towels, bedding and simple décor
- ☐ Other _____

YOUR PRIORITY LIST

Which updates will have the biggest impact on your home? Check your top priorities.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

YOUR PLAN

Use this space to outline your budget and timeline.

Estimated budget for updates:

$ _____

Target completion date:

_____

Will you complete the updates yourself or work with professionals?

- ☐ DIY
- ☐ Hire professionals
- ☐ Combination

MY QUESTIONS FOR DONNA

Write down anything you'd like to discuss about preparing your home for sale.

1. _____
2. _____
3. _____



WHAT HAPPENS NEXT?

1. REVIEW
We'll look at your home goals and timeline, and discuss which updates make the most sense for your situation.

2. CREATE A PLAN
You'll get a customized recommendation list and budget guidance based on your home and the local market.

3. GET READY TO SELL
With the right updates and strategy, you'll be positioned to attract more buyers and achieve strong results.