



10 Things Buyers are looking for

ENERGY EFFICIENCY FEATURES

With fossil fuel prices headed skyward, buyers now want homes that will save them money on energy bills every day. Buyers these days are getting excited about unsexy features like tankless water heaters, solar panels, and low emissivity, argon-filled windows.

PRE LISTING HOME INSPECTION

Arranging for a home inspection prior to listing makes your home more appealing in several ways. You can show buyers you've addressed any defects the inspector found, and add weight to your disclosure statement. A pre-listing inspection suggests you have little to hide, alleviating buyers' concerns and suspicions. It may even encourage them to waive the inspection condition in an offer. Finally, it should help you price your home more realistically, which always attracts buyers.

LUXURIOUS BATHROOMS

Coveted bathroom features include: whirlpool tubs, separate shower enclosures, multiple shower heads, generous linen closets, dressing areas, and double sinks. Buyers also expect multiple bathrooms and Jack-and-Jill bathrooms are popular with families.

SPECIALTY ROOM

The living room is practically passé, but mention a well-outfitted media room/home theatre and buyers' wallets start to pop open. Exercise rooms are also a trendy feature. And, in certain neighbourhoods, a dedicated yoga/meditation space could seal the deal.

ENVIRONMENTALLY-FRIENDLY FINISHES

Hardwood floors are perennially popular, but some buyers prefer eco-friendly alternatives to traditional hardwoods. Bamboo is one of the trendiest new flooring options, because it's considered a renewable and sustainable resource. Cork and natural linoleum are also appealing, and heritage hardwood reclaimed from old building offers both patina and eco-panache.



WIRED HOME

Each year there are more techno-gadgets and appliances we just can't live without. Buyers expect a house to have plenty of well-located phone jacks, electrical outlets, and cable/internet connections. They want flexibility and portability, so a house that's wired for maximum connectivity is a hot property.

LUXE TOUCHES

Glass tiles, upgraded cabinet hardware, solid-surface kitchen and bathroom countertops, classy lighting, and upgraded fixtures will make buyers look twice. Luxurious materials and fittings need not break the bank: shop carefully and install them where they'll have the most impact.

HIGH END FINISHES FOR APPLIANCES

While white is still the most common appliance colour, stainless steel appliances are very popular. Stainless steel works with a variety of décor styles and wood finishes, and fingerprint-proof finishes impress buyers. Manufacturers are introducing other high-end finishes for appliances: brushed aluminum, oiled bronze and gold and silver metallic's that suggest sleek automotive finishes.