



SUBMITTED PHOTO

The staff at Kelly Coty's Prix de Solde made small changes to this bathroom that included painting it a warm color, adding an artistic blue "bowl" sink and changing mirror shapes to create a comforting effect in the tiny room.

## **Selling your home, according to Kelly Coty**

- Color schemes that emphasize tones of white are effective in a design scheme that can help a home sell.

- If your house is a disaster, don't guilt-trip yourself. Not everyone is good at design and organization. But when good design principles are used in preparing a home for sale, the chances of selling it increase.

- Home buyers are more and more interested in what the master bedroom looks and feels like. "Life is harder these days," Coty said. "Mom and Dad want a place to retreat to."

- Getting rid of clutter helps give a house the clean and secure feel that home buyers respond to. When de-cluttering, try to keep the things that you absolutely love and have sentimental attachment to. Be hard on yourself and let go of something that's not really meaningful or valuable.

- Almost no one's home, when lived in, looks like a magazine showplace. But people like the idea of things looking in tiptop shape when they are buying a home. There's nothing wrong with having a home office full of boxes, old books and posters from the 1960s. But that beloved study just might be what's keeping your home from getting scooped up from the buyer who might need it as a nursery.

- Selling a home is a very emotional time. After making memories in a home for years, sellers are often very sentimental and may not see the home in the same light as the potential buyer. It can really help to get an outside opinion.