

Front Range HOME

The newsletter of your Colorado Real Estate agent

Seeing the Possibilities



When searching for a new home, you might have to see a large number of properties before you find the one you know you want to buy. Each home's appeal will be different, and some might be altogether unappealing.

Perhaps you have already seen some of these—stained carpets, filthy walls and peeling paint; cluttered, claustrophobic and dark rooms; dated decor, old appliances and aquamarine bathroom tile. If only this place were in better shape. It's in a good location, the yard is the right size and it has the full basement you wanted. But you want to leave. You can't even consider buying such a shoddy place.

Wait, though. You might be passing up the perfect house.

To get the best deal, particularly for properties that have been listed for a while and may have had their price reduced, you must be able to see the possibilities. The people who own that house you just looked at might have been living there a long time. They probably got used to living in the house that way, and did not realize its potential. Maybe it was a rental property and was abused by its tenants.

Let's look at the examples presented here. Stained carpets can be cleaned or replaced. Filthy walls can be cleaned or repainted. Rooms might seem small when cluttered; they will feel larger after the clutter has been stowed away. Simply opening the curtains to let in daylight can change the size of a room. Small windows? No windows? Buy some inexpensive lighting from the local home improvement store. Some of the dated décor you saw will be gone when the current occupants move out. Your décor will be more modern. Old appliances can be replaced, some now, others later on. Bathroom tile can be removed, painted over or accessorized.

You should also picture the possibilities with more substantial changes. A property that almost works for you now might be renovated, now or in the future. Perhaps that wall could be removed to make the living room bigger. Maybe the garage roof could be "popped" to make room for a full master suite. A sun porch could be added to the back for entertaining.

It's not hard to change an unappealing property into something you can call home. It takes a little work, some patience and a vision.