

## ARTICLES OF INTEREST

# Pre-sale condo upgrades that pay-off.

Preparing to sell your condo doesn't necessarily require a major renovation. In many cases, targeted upgrades can increase buyer appeal and perceived-value without over-capitalizing. The key is to focus on value-adds that feel fresh, and move-in ready.

## Small Changes: Big Impact

Kitchens and bathrooms tend to influence buyers most, but meaningful improvements needn't involve a full remodel. Replacing dated cabinet hardware, updating light fixtures, installing a modern faucet, or refinishing millwork can instantly invigorate a space. Buyers notice the condition finishes are in even more than perceived luxury thereof.

## "Smart" Features Signal Convenience

Today's condo buyers expect basic "smart" technology. A "smart" thermostat (where permitted), app-controlled lighting, programmable motorized blinds, leak sensors/shut-offs in appropriate locations all suggest a thoroughly well-maintained and up-to-date unit. These upgrades are relatively affordable, and easy to implement, and align with today's buyer's infrastructure expectations.

## Extend Living Space Outdoors

If your unit includes a balcony, patio, or deck, treat it as an extension of the adjacent interior space. Fresh deck tiles, simple outdoor seating, privacy screens, and updated lighting can help potential buyers visualize

the opportunity for increased usable square footage. In vertical urban condos especially, outdoor space is a major selling feature. Presenting it as such can strengthen perceived value and be a difference-maker.

## Storage Sells

Storage consistently ranks high on buyer's Wish Lists. Adding closet organizers, entry-way coat hooks, streamlined shelving and/or seating can make a unit feel more functional and practical. Downsizers demand efficient storage, while move-up buyers want flexibility. Proving that every square foot is maximized is a strong selling feature.

## Floors, or Just Paint?

Flooring upgrades are worthwhile (though expensive and disruptive) if the existing material is visibly worn, damaged, or outdated. However, if the flooring is in decent condition, a professional cleaning or refinishing paired with a fresh coat of neutral-coloured paint on the walls and ceiling may deliver a better return. Clean, cohesive spaces tend to attract broader interest than trend-specific updates. Strategic, cost-effective improvements can help your unit stand out in the jungle of options – without pricing yourself out of the market.

**Gay + Tyler MacLeod**

*Chestnut Park Real Estate Ltd., Brokerage*

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10 AVOCA AVENUE, SUITE 1401  
TORONTO, ONTARIO M4T 2B7

**647 985 2351**

[chris@decisivemoment.com](mailto:chris@decisivemoment.com)

[decisivemoment.com](http://decisivemoment.com)

[@decisivemomentdesign](https://www.instagram.com/decisivemomentdesign)