

SPOTLIGHT ON REAL ESTATE

WHY HOME STAGING AND RENOVATION IS IMPORTANT WHEN SELLING YOUR PROPERTY

The Sklar Team, in partnership with Coldwell Banker and Home Advisors, the nation's **largest network of prescreened contractors**, can now assist home sellers by providing funds up front to prepare their property for sale for top dollar with no up-front costs or interest fees.

"REAL VITALIZE is a game changer in today's real estate market. Smart upgrades can help maximize the sell price and limit time on market. During post-inspection renegotiations - RealVitalize can be the solution to make the buyer repair concessions at no upfront cost to the seller. Seller pays back only the amount of services utilized at time of closing."

Terri Bersach

District Manager CB Weston & Plantation office

Once listed for sale with The Sklar Team, we can assist with landscape and lawn maintenance, flooring, deep cleaning and paint. Even a Room remodel including plumbing and electrical, light fixtures and home staging too. (some exceptions apply)

"A seller cannot afford not to stage and renovate. Buyers only know what they see and not the way it's going to be."

Jill Gold

Owner House Styling and Staging

"With homes now twenty or more years old, prepping a home for sale is imperative today when selling a home. Especially with all the buzz on HGTV and the blooming millennial buyer pool who want clean lines and today's upgrades and colors. Your property needs to stand out to get noticed."

Rose Sklar

Team Leader, The Sklar Team.

We provide a team of experts to market your home for sale to present to buyers in the best way possible. When a home looks it's best it will sell for the highest price possible in the least amount of time. HGTV and all the design shows have had a major impact on the real estate market.

Gone are the days Sellers can simply decide to keep reducing the price to accommodate the buyers objections. Buyers will deduct double the price of any repairs or things they see in the property that are troublesome. Staging and small repairs yield four times the return on the investment. Your home is usually the greatest investment you have. It's much more cost-effective to put the money back into it then the markdowns that many times still will not sell the property.

Husband and wife Rose and Dean Sklar of The Sklar Team have 20 years of South Florida real estate experience. They have a 11-year streak as No. 1 in both volume and units in the City of Weston, and were named the No. 1 Coldwell Banker agents in all of Broward County 2018 & 2019 - both by Coldwell Banker Residential Real Estate. They nationally outrank 99.5 percent of all NRT Coldwell Banker agents.

