

[Buy](#) [Rent](#) [Share](#) [Renovate](#) [Build](#) [Sell](#) [Retire](#)

Homes For Sale

[Open For Inspection](#)[Auction Times](#)[Auction Results](#)[Suburb Data](#) NEW![Land For Sale](#)[New Land Estates](#)[New Apartments](#)[Rural Properties](#)[Sold Properties](#)**Related Links**
[Find an Agent](#)
[Buyer's Agents](#)
[Selling Guide](#)
[Holiday Rentals](#)
[Businesses For Sale](#)
[Commercial Property](#)
[Home Valuations](#)
My Real Estate Tools

You are not currently logged in.

[Login Now](#)**Email Alerts**[Sign up Today!](#)**My Searches**[Saved Search](#)**My Properties**[My Last Viewed](#)[View My Shortlist](#)**Newsletter**[Subscribe](#)[Unsubscribe](#)[View Current Issue](#)**Property Resources**[Buying Your First Home](#)[Investment Tips](#)[Selling Your Home](#)[All your moving needs](#)[Home Loan Centre](#)[Calculators](#)**Mobile** NEW![Access our Mobile Site!](#)**All about your suburb**[Suburb Property Data](#)**Locality Directory**[Video Location Guides](#)**Real Estate News**[Video News](#)[Real Estate Blogs](#)[Real Estate Newsletter](#)[Investor Info Video](#)**Site Resources**[realestate.com.au FAQ](#)[Real Estate Directory](#)**Colour therapy pays off**
 Richard Armstrong
 The Makeover Group

[News](#) | [Buy](#) | [Rent](#) | [Sell](#) | [Invest](#) | [Renovate](#) | [Retire](#) |

If the main loves of your life are psychedelic purple, kitschy mural art, and lime-coloured feature walls, then you might be suffering a surfeit of bad taste, but each to their own. Unless, of course, you're looking to sell your house.



If you've decided to sell, sooner or later you will have to accept that your home is going to become a saleable, commercial product that has to appeal to a broad spectrum of buyers.

Colour is a vital part of the first impression that buyers receive when they walk into your home, and anything too over-the-top can create a negative impression. Clever use of colour, however, can create extra space, create an emotional trigger for the buyer, and up the dollar value of your home. Choose wisely and you'll reap the benefits.

There's nothing wrong with off-white

Dealing effectively with colours can be complex, but there are several common rules. The important thing to remember is you want the home to appear airy, spacious and inviting.

Apartment off-white gets a bad rap, but neutral colours can be cleverly used to enhance space, with the benefit that they aren't likely to offend anyone. For conservative buyers they will be perfect as is, and for the more creative souls they will be seen as a blank canvas for their own artistic expression.

Start by identifying a colour that is already dominant in the room. It may be the honey-brown polished floorboards, or perhaps an unusual light fitting. Once you've done this, you are in a position to choose a complementary off-white shade to work with that dominant colour.

Different tones for different spaces

It is often best to continue the colour theme throughout the home, to provide a sense of flow and continuity. That said, different shades on the same palette can provide an instant makeover for oddly-shaped rooms. For example, the use of certain colours can enable narrow rooms to appear broader, and low roofs to appear higher.

Most of the colour in your home can come from accessories such as artwork, vases and lamps. Different shades and tones can evoke emotions for the potential buyer, and this emotional connection helps buyers fall in love with your home.

Above all, keep in mind what you're trying to achieve – a home that's accessible, conservatively creative, familiar, inclusive, light and appealing.

Richard Armstrong is a director of [The Makeover Group](#), and author of [Sell your home for more – an expert's guide to property presentation](#).

Related News

- ↻ [First home buyers made last minute dash](#)
- ↻ [Fewer Australians occupy own houses: ABS](#)
- ↻ [Changing trends – tree change properties could win over coastal](#)
- ↻ [Construction activity 'grew in October'](#)
- ↻ [Australian house price index up 4.2%](#)
- ↻ [New home sales fell by 4.5% in September](#)
- ↻ [Sydney 'denied' cheap rental scheme](#)
- ↻ [Land price 'up for consecutive quarter](#)
- ↻ [More homes needed to boost economy](#)
- ↻ [Ten centres tipped for property boom](#)

Latest News

- ↻ [Business conditions, confidence rising](#)
- ↻ [Mortgage market cools in October: index](#)
- ↻ [Westpac to introduce 'green loans'](#)
- ↻ [CBA will raise rates more than RBA: CEO](#)
- ↻ [Owner occupier finance up 5%: ABS](#)
- ↻ [Rent or buy - the \\$13m question](#)
- ↻ [Funding costs continue to rise: Westpac](#)
- ↻ [RBA may hold rates in December: economists](#)
- ↻ [RBA ramps up growth outlook for 2010](#)
- ↻ [Govt putting pressure on rates](#)

Note: the views and statements expressed are those of the author, and may not necessarily represent the views of REA Group or this site. Information on our websites and in any REA Group publication should not be regarded as a substitute for professional legal, financial or real estate advice.

**Mortgage Calculator****Loan amount:**

\$200,000

Interest rate:

%

Loan Term:

25 years

Payments:

Monthly

CALCULATE

how much can I borrow ▶

[Contact Us](#)

Agent Services

[Real Estate Agent Admin](#)

[Advertise With Us](#)

[Web Design Services](#)

[Real Estate Software](#)

[About](#) | [Contact Us](#) | [Feedback](#) | [Investors](#) | [Site Map](#) | [Legal](#) | [Privacy](#) | [Jobs](#) | [Press Releases](#) | [Newsletter](#)
[Advertise With Us](#) | [Media Centre](#) | [Home Loans](#) | [Property Directory](#)

[Real Estate Australia](#) | [Holiday Rentals Australia](#) | [Commercial Real Estate](#) | [Businesses for Sale](#) | [Real Estate Software](#) | [Home Guru](#)

[UK Property Partner](#) | [Italian Property Partner](#) | [New Zealand Property Partner](#)

© copyright [REA Group Ltd](#)