

## How Decking the Halls For the Holidays Can Grinch Up Your Home Sale

By: Lisa Gordon



Unless you're a total Scrooge, it's hard to argue with the fact that glitter lights and colorful accents make a home look more cheerful and inviting. But you also probably know that if you're trying to sell your home, buyers need to have an easy time imagining themselves (and their own holiday traditions) in your home.

You don't have to ditch the holiday decorations altogether. But you shouldn't hang all the boughs of holly, Christmas lights, Hanukkah menorahs, and every holiday card you receive, either.

So how do you walk the line during these merry months and let the holiday spirit flow without turning off buyers? Hey, we've got some tips—an early secret Santa gift from us to you!



But if your neighborhood is ablaze with holidays lights, which herald the block's values and attract like-minded buyers, then you don't want to be your block's resident Grinch, says Tori Toth, a New York City home stager.

"If your neighborhood is festive during Christmas, then a buyer would expect Christmas decorations at your home," Toth says. "On the other hand, if you live in a politically correct neighborhood with a mix of religious beliefs, use more generic decorations to promote season's greetings rather than your specific holiday."

Some real estate pros, however, say you should forgo the decorations regardless of what your neighbors are doing.