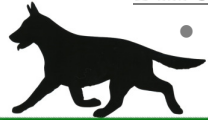




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38 Tips To Increase The Value of Your Home and Ensure a Quicker Sale

When you are preparing your house for sale, “Curb Appeal” is of primary importance. Many homes are sold before potential buyers ever open the door of their car and walk through the door of your home. If your home is run down or in need of an exterior paint job, some buyers won’t even request a showing, no matter how great your floor plan is or how wonderful your home’s interior is.

Put yourself in the buyer’s shoes and evaluate your home from the viewpoint of seeing it for the first time. The 37 simple tips suggested in my checklist below can help increase the value of your home and market it more quickly.

Outside:

- ~ Paint the exterior of your home to make it look cleaner and years younger. Even “ugly” brick can sometimes benefit by being painted.
- ~ Trim shrubs, especially around walkways.
- ~ Park extra cars down the street.
- ~ Sweep debris from sidewalks, patios, and front walkway.
- ~ Put away all toys, skateboards, and bicycles.
- ~ Remove rusted swing sets or run down patio furniture.
- ~ Move firewood off the ground and away from the house. On a termite inspection report, firewood stacked next to the house might be listed as conducive to termite infestation
- ~ Make sure the roof is in good condition.
- ~ Mow grass frequently, and weed and plant flowers.
- ~ Clean all windows and repair any broken panes.
- ~ Keep pets out of the way.
- ~ Clean up oil stains on driveways.
- ~ Water yard only in the early morning or late evening to avoid water being tracked inside.
- ~ Move trashcans from front of house and out of walkways.
- ~ Clean gutters.
- ~ Repair sprinkler heads so that yard doesn’t develop brown spots.



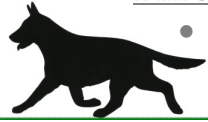
Preview Properties Skagit, LLC

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Inside:

- ~ Put away dishes, toasters, blenders, etc from kitchen counters to create spaciousness.
- ~ Organize laundry room. Put all clothes in baskets and hampers.
- ~ Bathroom should sparkle. Clean faucets. If shower curtain is worn, buy a new one.
- ~ All flooring should be clean and vacuumed.
- ~ Make all beds.
- ~ Remove all clothes from chairs and floors.
- ~ Remove unnecessary furniture items to create space. Rooms will appear larger.
- ~ Keep appliances, air conditioner and heater in working order.
- ~ Seal or caulk Windows, tub, shower, sink, etc if necessary.
- ~ Clean ashes from fireplace.
- ~ Remove family photos and mementos.
- ~ Open drapes, and blinds, and turn on lights.
- ~ Store away extra clothes and shoes so closets appear larger.
- ~ Remove knickknacks that look cluttered.
- ~ Remove “offensive” posters or paintings.
- ~ Put toys away in toddler’s rooms.
- ~ Move any valuable figurines or artwork that might be accidentally knocked over.
- ~ Place fresh flowers and plants throughout.
- ~ Keep pet areas clean and odor-free.
- ~ Secure jewelry, cash, and prescription medication out of sight and out of reach.
- ~ Remove any extension cords or phone cords which might present a walking hazard.
- ~ Make sure that temperature in your home is comfortable during showings, not too hot or cold.

I hope you find this checklist helpful. In addition, please remember that potential buyers often feel more comfortable when homeowners are not present during showings. If you do remain at home, resist the urge to offer explanations, point out perceived flaws or offer to repair items that the buyer may not have noticed or questioned you about. This might cost you unnecessary dollars out of pocket

People differ in opinion and preferences. For example, your home’s floor plan, which you have always found less than satisfactory, might be just what appeals to a potential buyer. Or, you may offer to do landscaping in an area where a buyer has already determined to add a swimming pool, and now the cost of the landscaping might be factored into the selling price, helping the buyer finance his pool and costing you several hundred dollars of hard-earned equity. The general rule is: the less said, usually the better.

Wishing you the best of luck in your home sell.



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