

Is Your Home Ready to Sell???

The first impression is often the lasting impression. Did you know that potential buyers start forming their opinion before they even walk in the front door? Pacific Northwest Title offers the following time-tested tips to make your home more presentable. Remember a good rule is to do cosmetic things which will improve your chances of selling, but avoid the major changes unless they will increase the value of your home more than the cost of the improvement.

Outside

- ✓ A well-kept lawn, neatly clipped shrubbery, cleanly swept walks.
 - ✓ Cut back overgrown shrubbery that looks scraggly or keeps out light.
 - ✓ Paint if necessary.
- TIP: Touch up front shutters and window frames.
- ✓ Check the roof and gutters.
 - Any missing shingles to replace?
 - Gutters and downspouts in place?
 - ✓ Flowers outside the front door.
 - ✓ Repaint front door.
 - ✓ Paint your mailbox a bright color.
 - ✓ Repair any broken outdoor steps.

Kitchen

- ✓ This is the most important room in your house. Make it BRIGHT and attractive.
- TIP: If dull, paint cabinets and put up perky new curtains.
- ✓ Clean the vent hood.
 - ✓ Replace any loose floor tiles.
- TIP: To remove a loose tile, first soften the adhesive by applying heat with an iron covered by a soft cloth.
- ✓ REMOVE any appliances that are kept on the counter. Clean counters make the room look larger.

Bathroom

- ✓ REPAIR dripping faucets.
- ✓ Keep fresh towels in the bathrooms.
- ✓ REMOVE stains from toilets, bathtubs, sinks and showers.
- ✓ Unclog drains that drain too slowly.

Living Areas

- ✓ Check all plaster.
 - ✓ Check ceilings for leak stains. Fix the cause.
 - ✓ Repair the ceiling and paint.
 - ✓ Faded curtains or bedspreads can be dyed bright colors.
 - ✓ Prepare the fireplace for a new fire.
 - ✓ Wash windows...replace broken glass...mend torn screens.
 - ✓ REPLACE light bulbs.
- TIP: Use bright light bulbs.
- ✓ Make the floors shine.
 - ✓ REPAIR creaking floors.
- TIP: drive two long finishing nails at opposing angles through the floor and subfloor into the joist.
- ✓ Straighten up the closets – get rid of excess items...Use Air freshener.
 - ✓ For doors that stick slightly
- TIP: rub paraffin against the surface that shows signs of wear, or sliding door tracks.

Garage, Attic, Basement

- ✓ Clean out garage, attic and basement and dispose of everything you do not want to move. Package everything you will move.
 - ✓ Plenty of light on the stairs to the basement.
- TIP: If the basement is dark, paint ceilings and walls a light color.

When your home is being shown

- ✓ Keep draperies and shades open to let in the light. This makes rooms appear larger.
- ✓ At night, turn on porch light and outdoor light in back.
- ✓ Avoid clutter. Neatness makes a room look bigger.
- ✓ Avoid having dirty dishes in the sink or on counters.
- ✓ Keep any toys in the children's rooms.
- ✓ Keep radio, stereo, TV off or turned way down.
- ✓ Take your family away during an Open House.
- ✓ Children should be quiet. Pets should be outdoors.
- ✓ Allow the real estate expert to show your house. Don't tag along. When asked, answer questions candidly, but don't offer answers to unasked questions.

What about the next home you buy?

As your Realtor assists you in purchasing your next home, Pacific Northwest Title will protect this valuable real estate investment with a Title Policy through one of our 10 escrow branches.

