



Tips For Buyers:

- 1.) Exterior condition of the house is a good indicator of the interior condition.
 - 2.) Organized closets, drawers, and cabinets are usually a good indication of organization in other areas of the house, including furnace maintenance, exterior maintenance, roof maintenance, and HVAC maintenance.
 - 3.) Be organized! Bring a print out of the listing or flyer before you go to the open house, bring a notebook for notes, and write down features that you like or dislike to review after you leave the property.
 - 4.) Bring a camera and ask the agent if it's okay to photograph the house.
 - 5.) Ask the agent important questions about comparable sales, neighborhood perks, homeowner's associations, the school district, scheduled home maintenance, and general home expenses.
 - 6.) Take the agent's name and number in case you have questions after you leave the property.
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Tips For Sellers:

- 1.) The house needs to be in its BEST condition! Tips for improving the house for an open house:
 - a. Wash the windows and mirrors
 - b. Clear off kitchen and bathroom countertops
 - c. Make sure all light bulbs are working
 - d. Put out fresh towels and soap; maybe consider buying a fresh shower curtain
 - e. Take out old shampoo bottles and soap from the bathrooms
 - f. Make the entry foyer welcoming and smelling fresh
 - g. Place an area rug inside front door for wet boots and shoes
 - h. Thin-out, deodorize, and organize closets, cabinets, and pantries
- 2.) Curb Appeal should be in top condition, regardless of price! Tips for sprucing up the curb appeal:
 - a. Paint the front door
 - b. Mow the lawn, weed the gardens, trim bushes, rake the leaves, and shovel sidewalk—this is the buyer's first impression!
 - c. Consider putting a fresh pot of flowers or evergreen by the front door
 - d. Clean the door hardware
 - e. In the winter the driveway and pathways have to be plowed and shoveled—NO EXCEPTIONS!
- 3.) Turn up the heat a little bit extra in the winter and turn down the AC a little bit extra in the summer.
- 4.) Make sure there is additional information about the house available for the buyers, including: plans, maps, photos, flyers, and even a letter about the house from the homeowner describing the neighborhood and what they love about the house.
- 5.) If the weather is overcast then make sure all the lights are on and the house is as bright as possible.

