

Top Fixes Recommended by Home Inspectors

The most frequently found problem is water in the basement or crawl space. Poor drainage can be an expensive problem to fix. You may need to purchase a dehumidifier, apply waterproofing or re-grade the soil around the foundation of the home where water seems to be entering.

Other areas that should be looked at as potential problems are the wiring, heating/cooling systems, leaking pipes, structural damage (i.e., cracks in the walls or ceiling), or leaky roofs.

If you were considering buying the home you live in now, what would you consider important that the seller fix?



Things to Remember

- Let go of personal feelings - it's not your home now, it's a commodity you intend to market.
- Try to evaluate the house as if you are seeing it for the first time. If you were a home buyer, what would you think of the house?
- Create a mood - If you're near a lake, breezy fabrics and blue-green colors remind people of the beach.
- Study the house and brainstorm with friends or family members to come up with ideas.

Tips for Presenting Your Garden

- Keep your garden and patio clean of leaves and debris. Keep flower beds weeded, lawns mown and hedges clipped.
- Make sure any gates work properly and are freshly painted or treated.
- Clear out any garages, sheds and greenhouses.
- Put away any trash cans, children's toys and bicycles.
- Clean patios, terraces, decking, steps and garden furniture, even in the winter.
- If you are considering buying new garden furniture, avoid white plastic. Small spaces look useable with a table and chairs.
- Water features could enhance your home, however, large water features may be a danger to small children or pets.
- Gardens need color, whatever the season. Plant pots with hardy, variegated evergreens in the winter and flowers in the spring.
- Display one or two large feature plants in containers on patios and terraces.
- Keep the view of your garden from inside your home clear. This allows potential buyers to see the garden without venturing outside in a cold, wet environment.



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Tips to Make Your Home

More SOLD FOR SALE Saleable



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Ten Ideas For a Quicker Sale

1. Get rid of clutter. Throw out or file stacks of newspapers and magazines. Pack away most of your small decorative items. Store out-of-season clothing to make closets seem roomier.
2. Wash your windows and screens to let more light into the interior.
3. Keep everything extra clean. Wash fingerprints from light switch plates. Mop and wax floors. Clean the stove and refrigerator. A clean house makes a better first impression and convinces buyers that the home has been well cared for.
4. Get rid of smells. Clean carpeting and drapes to eliminate cooking odors, smoke and pet smells.
5. Put higher wattage bulbs in light sockets to make rooms seem brighter, especially basements and other dark rooms. Replace any burnt-out bulbs.
6. Make minor repairs that can give a bad impression. Small problems, such as sticky doors, torn screens, cracked caulking, or a dripping faucet, may seem trivial, but they'll give buyers the impression that the house isn't well maintained.
7. Tidy your yard. Cut the grass, rake the leaves, trim the bushes, and edge the walks. Put a pot or two of bright flowers near the entryway.
8. Patch holes in your driveway and reapply sealant, if applicable.
9. Clean your gutters.
10. Polish your front doorknob and door numbers.



Staging Tips

- Family photos should be packed away so that the potential buyer can visualize their own possessions in the home.
- Arrange the furniture in your home to showcase its best features. Put a few pieces on angles to create cozy corners, and a less boxy look.
- Give a spacious airy feeling by storing any excess furniture in the garage or offsite.
- Add psychological cues that help a potential home buyer feel like your home is a nice place to live by serving cookies, baking bread, playing soft music and adding plants to your home.
- Clear off kitchen counters and remove any area rugs that are covering attractive flooring.
- Make the kitchen and bathrooms look as nice as possible and replace shower curtains. These rooms are very important to potential buyers.
- De-personalize your teenager's room, or other areas by removing anything that could be construed as offensive or that won't appeal to the masses.
- If you don't have the furnishings, consider renting them. Large pictures, designer coffee tables, and accessories that enhance your home may increase the appeal of your home without seriously denting your wallet.
- Set the dinner table with your best china. Use the coziness and romance of the fireplace to your advantage. Put a pair of wine glasses and a vase of flowers on the coffee table in front of the fire.



Miscellaneous Tips

- Put out a new doormat, without any cutesy sayings.
- If you have pets, ensure that their dishes, sleeping areas, and litter boxes are clean. Any noticeable pet hair should be vacuumed, and dog droppings removed from the yard.
- Put cedar chips inside the closets.
- Be careful with room sprays, they could stimulate allergies.
- If you are a busy home-owner, consider hiring a professional cleaning service, once every few weeks while the house is on the market.
- Imagine you are a potential buyer. Stand across the street from your property and study it. If you drove-by this house, would you want to see more?
- Remove any cob webs from inside and outside the home.
- Keep your garage door closed.
- Have your carpets cleaned.
- Secure jewelry, cash and other valuables as well as any prescription medication.
- Consult with your agent about whether any proposed changes will add value to your property.
- If you can't leave the house for the viewing, consider waiting outside. Do not offer advice or try to help the agent in selling the property.



Remember that you have employed your agent to do the selling because s/he has more experience when it comes to dealing with buyers.