



325 A Street • Ashland, Oregon 97520  
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## *Tips for Selling*

### **Make your house stand out from the competition.**

#### **INSIDE:**

1. Clear all unnecessary objects from furniture throughout the house. Keep decorative objects on the furniture restricted to groups of one, three or five items.
2. Clear all unnecessary objects from the kitchen countertops. If it hasn't been used for three months, put it away. Clear refrigerator fronts of messages, pictures, etc. A sparse kitchen helps the buyers mentally move *their* things into *your* kitchen.
3. In the bathroom, remove any unnecessary items from countertops, tubs, shower stalls and commode tops. Keep only your most needed cosmetics, brushes, perfumes, etc., in one small group on the counter. Coordinate towels to one or two colors only.
4. Rearrange or remove some of the furniture if necessary. As owners, many times we have too much furniture in a room. This is wonderful for our own personal enjoyment, but when it comes to selling, we need to thin out as much as possible to make rooms appear larger.
5. Take down or rearrange pictures or objects on walls if they are too many. Patch and paint if necessary.
6. Review the house inside room by room, and (a) paint any room needing paint; (b) clean carpets or drapes that need it, and (c) clean windows.
7. Pack and store in garage any seasonal clothing not in use so closets don't appear crowded.

8. Leave on certain lamps during the day in the event of unexpected showings. When possible, during showings turn on all lights and lamps.
9. Have soft, slow music on low volume for all showings.

## **OUTSIDE:**

1. Go around the perimeter of the house and move all garbage cans, discarded wood scraps, extra building materials, etc., into the garage or off the premises.
2. Check gutters and/or roof for dry rot. Make sure they are swept and cleaned.
3. Look at all plants. Prune bushes and trees. Keep plants from blocking windows.
4. Weed and then bark all planting areas. Keep lawn freshly cut and fertilized. Remove any dead plants or shrubs.
5. Clear patios or decks of all small items, such as small plants, flower pots, charcoal, barbecues, toys, etc. (Put them in the garage.)
6. Check paint condition of the house, especially the front door and trim. Curb appeal really works!

## **FINALLY:**

We recommend that you have a professional house inspection before you put your house on the market and, wherever possible, make the repairs called for by the inspector.

Time and money spent on these items will set you apart from the competition and help facilitate the sale of your house.



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