

Adding Value, LLC
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Selling Your Current Home



1. Tidy up the grounds - porches - garage. Keep lawn trimmed and edged. Make sure that your yard is clean of refuse. Walkways & Driveways can also make lasting first impressions. Pavers can be a striking enhancement.
2. Your front door gives a vital first impression while a Realtor and prospect wait for you to answer the bell. Consider NEW Door Hardware throughout the house.
3. Dress up windows in freshly laundered curtains or new blinds.
4. Keep all steps clear of hazards.
5. Don't forget to have all light sockets filled with bulbs. Illumination is like a welcome sign. The potential buyers will feel a glowing warmth when you turn on all your lights for an evening inspection. New Light Fixtures can change an entire room's appearance.
6. Wash dishes, put away clothes, straighten up newspapers, etc.
7. Make up beds with attractive spreads. NEW Paint is also always to be considered.
8. Keep pets out of the way when showing. (One type of prospect is annoyed - the other gets attention diverted.)
9. Avoid having too many people present during inspections. The potential buyer will feel like an intruder and will hurry through the house. Do not allow children to tag along on the visitor's tour.
10. Leave "showing" up to the salesman. It is his business to sell. The salesman knows the buyer's requirements and can best emphasize the features of your home. You will be called if needed.
11. Don't discuss anything concerning the sale with the customer. Let the Realtor discuss price, terms, possession, and other factors with the customer. He is eminently qualified to bring negotiations to a favorable conclusion.
12. Never apologize for appearance. It only accents or distracts.
13. Pay attention to the details. It's the details and small upgrades that can make a house a home.

Adding Value performs Specialty Items on NEW Construction as well as with Realty Groups and Individuals on Re-sales and Make-overs. Our primary mission is to add value to homes & properties by increasing their appeal, function and marketability.

