



Selling Your House - What You Should Know...

1. Pricing:

In 2015 homes are selling faster than normal, but the ones that are selling are priced competitively or are upgraded beyond the ordinary. If you set your price on the high side, it may still take longer to sell the house.



2. Under Staged:

The fact is low inventory is still a problem for buyers. However, as a seller, don't assume your house does not have to look spectacular to be updated, do as much as you can afford. Also make sure it is super clean. A clean house will sell fast and for more money.

3. Repairs and Updates:

Do not leave them for the buyers to do. Most buyers want a move-in condition home. If the roof or windows need replacing they will move on to the next house. If the walls are nicked, scratched or just poorly painted, they do not want to paint the entire house. If the floors need refinishing and the carpeting is out of style, this is a turn off. If the baths and kitchen need updating, do what you can afford. Buyers will double the cost of any upgrades or repairs they must do, resulting in a price offered much lower than asking price.

4. Smells Be Gone: Good or Bad Smells:

We all know bad smells from smoke, animals or musty smells can do great harm to the sale of your house, but what about extra effort in making your house smell great? Don't go over board and have a obvious good smell that is too strong. They may think you are trying to cover something up. We recommend some of these easy smell-neutralizers that are guaranteed to deodorize without overwhelming:



- ◆ **Bowl of Vinegar Overnight**– Sit a bowl of vinegar in a smelly room overnight and it will help soak up the unwelcomed odor.
- ◆ **Happy Hour Spray**– Add 2-parts water and 1 -part cheap vodka into a spray bottle and spray almost any area in the room. The mixture grabs the smell and evaporates.
- ◆ **Have Coffee and an Orange**– Coffee grounds and orange peels are great odor neutralizers. Add one of them to a bowl in the room, inside the trash can, or down in the garbage disposal to ensure showing- friendly smells.

5. Security: Protecting My Valuables

Agents are trained to keep their buyers together and do not hesitate to tell their buyers not to touch personal belongings. However, in reality, they can't have their eyes on everything all the time. Do not leave small valuable items such as cash, electronics, jewelry laying out in obvious locations. The theory of "out of sight- out of mind" goes a long way in protection of your valuables.

GOING ON VACATION!

A TO DO LIST....

1. Stop Your Newspaper or Mail

One sure sign of being absent from your home is a pile of newspapers in the driveway. Contact your newspaper delivery person to stop service while you're gone. If you don't have a locked mailbox, contact the post office and have them hold your mail. You can also ask a trusted neighbor to collect mail, newspapers and deliveries and have him/her hold them for you until you're back.



2. Park your Car In The Garage:

The last thing you want is to get home from a vacation and have your car gone. If you can, park your car inside the garage, or have a family member park it at his/her house. You can also ask a neighbor to park their car in your driveway, making it look like someone is leaving each morning.

3. Put A Light On A Timer:

A dark house stands out in a neighborhood, especially when all the other homes are lit up. Before you leave, buy a timer and install it on a lamp in your home. It's also a good idea to install a motion-activated sensor on a outdoor floodlight that would be triggered should someone walk by it. You can also ask a neighbor to turn on the front porch light in the evening.



4. Mow Your Lawn:

Grass can grow pretty fast in two or three days. If you have a lawn, make sure it's trimmed before you embark on your trip.

If you're going to be gone longer than a week, ask a family member or neighbor to cut the grass in the front yard while you're away.

Some of these items are easily overlooked, but could cause major issues when you're away.

5. Unplug Small Appliances and Electronics:

Small appliances and electronics can be energy vampires when plugged in, and some are still active even when they look like they're turned off. Before you leave, unplug those items that won't be used while you're gone. (coffee makers, toasters, espresso machines, etc.) It's also a good time to make sure all smoke detectors work properly throughout your home.

6. Turn Down The Thermostat:

Your thermostat makes sure your home maintains a specific temperature throughout the day. Before you leave, set the temperature lower if the house is going to be empty. This will help conserve energy while you're gone. If you do turn down the thermostat, be sure to keep your home at a temperature that will still protect plants, pets and furniture.



7. Put the Water Heater in Vacation Mode:

Traditional water heaters heat water throughout the day even when you're not using water. Before you head out on a vacation, put the heater in vacation mode. Check to see if your water heater has a VAC setting- which is for vacations. If it doesn't, you can turn down the thermostat to the lowest setting. But don't stop at the water heater: turn off water valves to the dishwasher, washing machine and any sinks. The last thing you want to come home to is a flood in your house because a pipe broke or a hose burst.

8. Tidy Up The Kitchen:

Before you leave it's always a good idea to clean out the fridge and dispose of anything that will go bad while you're gone. The sink can harbor things that cause bad smells... Run a half of cup vinegar and some water through the garbage disposal to alleviate any potential buildups, and make sure to take out any trash and recycling so you don't come home to a smelly house. If you have a trusted neighbor, ask them to put your garbage, recycling or yard debris bins out on pickup day.



9. Leave Emergency Contact Info with Neighbors:

You may tell your family that you're heading out, but you should also let a neighbor know. Neighbors live near you can be your first point of contact should something happen to your home while you're away. Let a trusted neighbor know you're going to be out of town— provide them with information on where you're going, how long you'll be gone, and contact information for yourself and for family members in case of an emergency.



Clarissa, Larry, Tiffany, Jennifer

- We are ALWAYS here to assist all of our clients!

Quote of the month:

"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.

-Maya Angelou

8646 THENDARA Boulevard,

Independence Twp. 48348

\$449,000



One of Clarkston's historic treasures!

This unique one of a kind log home is located on a wooded bluff overlooking beautiful all-sports Walters Lake. The main house has a soaring 16 ft. fieldstone fireplace in the two story great room with an open staircase and balcony leading to the upstairs bedrooms. The home has plank flooring, & two large decks overlooking the lake. Home features attached guest house with 3 bedrooms, 2 baths, and around 2,000 Sq Ft of additional living space - perfect to rent out

- ◆ **9 Bedroom**
- ◆ **4 Baths**
- ◆ **5,700 Sq Ft.**
- ◆ **MLS- 215040950**

