



BLUE PACIFIC REALTY

## House Appeal! 6 Easy Steps

### DRESS UP YOUR HOME

*The home's curb appeal will create an instant and irreversible first impression with every buyer. Use this checklist to make sure your home is dressed for success.*

- Paint the trim / front door
- Plant flowers / pull weeds
- Wash screens and clean windows
- Clean out downspouts and gutters
- Pressure wash the sidewalk / driveway
- Mow grass / Apply new bark mulch
- Replace outside light bulbs
- Wash the house exterior / Paint if needed
- Clean or replace house numbers
- Remove all cob webs / Spray for pests
- Be sure to clean up after pet

### CREATE WARMTH

*Every home should welcome potential buyers, especially during the first showing. What greets the buyer on the other side of the door?*

*Things to consider:*

- Create comfort with scent—burn candles, simmer vanilla or an essential oil in a pretty pot on the stove. Bake frozen bread dough right before open houses.
- Buy a few fluffy new towels and place them artfully in bathrooms.
- Play soft classical or soothing instrumental music in the background during showings. Keep it low though!
- Paint or wash walls/shine mirrors and appliance fronts
- Clean doors/cabinets/window coverings
- Dust and remove cobwebs
- Clean appliances
- Paint or clean baseboards
- Re-caulk bathtubs / showers
- Replace cracked or damaged outlet covers

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#### **Blue Pacific Realty**

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## HELP YOUR BUYER BOND

*Buyers must build an emotional bond with a home before they'll decide to purchase. Help them by removing potential barriers.*

- Professionally clean carpets or replace them if needed for a fresh, new look
- Replace or remove personal photos
- Secure pets before each showing/wash and put up food dishes and bedding
- Remove and replace fixtures not included with sale
- Leave the home during showings
- Remove unused furniture

## THINK OUTSIDE THE BOX

*Information you take for granted may be just what a buyer needs to cement the deal. Organize useful and revealing information about your homes' individuality with:*

- Public MLS information and/or home flyers
- Lists of nearby youth and community services
- Plot maps and tax information
- Average utility costs
- A Letter From the Seller- filled with unique details from an owner's point of view
- Photos of the home in different seasons

## OPEN IT UP

*Buyers will want all a home's details before moving forward. In most cases, this means they want to view every area of the house.*

- Unlock and open all areas of the home
- Clean, sweep and pressure wash the garage
- Unlock outside buildings, including shops
- Pack and store seasonal clothing/ organize closets and pantries

## OFFER PROTECTION

One way to help buyers feel more secure in their home purchase is by removing the fear of added repair costs after closing. You can accomplish this by simply offering the buyer a home warranty. A home warranty will protect the buyer in most cases for up to a year after closing for any mechanical system failures in the home up to certain limits. The cost of the warranty can be generally paid at closing.

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