

## WHAT YOU SHOULD KNOW...

### Representing You & Your Interest

- To obtain the highest value for your property, in a reasonable period of time.
- Offering professional technical and practical advice, council and guidance.
- Providing through post-sale follow up to assure timely finalization.

### Our Company

- Locally owned, managed and operated by people who care,
- Active members of the community.
- Consistent strong advertising through appearance and displays on Route One.

### Our Personnel

- Committed to excellent service for sellers and buyers.
- Live and work in neighborhood served.
- Keep you posted on marketing progress.



How important is the value of your home?



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# How Much



# Is it really worth?

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## YOUR HOME THROUGH THE BUYER'S EYES

A little elbow grease goes a long way when you are preparing your home for sale. Minor repairs and touch-ups prior to marketing can make an invaluable impression on prospective buyers. Generally speaking, you want every area of your home to be as clean, bright and tidy as possible.

First, be sure every area, including the yard, patio, and rooftop is free of clutter and debris. A fresh coat of interior paint can make a world of difference in brightening rooms. Pay special attention to the entryway, as first impressions are the utmost importance. It's also a good idea to ask someone you trust to give your home the "whiff test" for pet and other odors you might not detect.

If you are making improvements exclusively for selling purposes, it is advisable not to go overboard, but rather to pay the most attention to relatively inexpensive cosmetic work. Some experts will tell you if the cost of any improvements exceeds 1 1/2 % of the estimated market value of the property, the improvement is probably not going to be cost effective.

There are simple fix-ups that are likely to yield a positive return on your effort and expense.

Some simple tips:

- Painting exposed, rusty, or dirty pipes; shutters; front door. Texture paint ceilings that appear uneven or in need of repair.
- Installing crown molding in living or dining room; ceiling fans; sliding glass shower doors; brass knocker on front door.
- Replacing cabinet and drawer hardware in kitchen and bathrooms; interior and exterior door hardware; light switch plates; welcome mats; house numbers.
- Refinishing vinyl or hardwood floors.
- Patching cracks or flaws in outdoor walkways.
- Adding landscaping timbers and fresh mulch to bushes and trees.

### Appraisal vs. Inspection

**Appraisals** evaluate the market value of the house and verify to the lender that the property is valued at the mortgage amount. Appraisers are trained to estimate property values and are governed by the Uniform Stan-

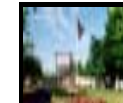


dards of Professional Appraisal Practice (USAP) and a code of ethics driven from the multiple professional organizations. In addition, appraisers must adhere to the industry standard guidelines of the Federal National Mortgage Association (Fannie Mae) and any additional requirements imposed by individual lenders. Though appraiser work for the lenders to estimate the market value of real estate, they must maintain an unbiased opinion.

**Inspections** indicate the condition of the house and are usually requested and paid for by the buyer. Inspections help buyers make informed decisions regarding a home's value and cover the following:

- Visual inspection of the structure, top to bottom, in and out.
- Heating and Air Conditioning.
- Interior plumbing and electrical.
- The roof and visual insulation
- Walls, ceilings, floors, windows, doors etc.

The inspectors will provide the buyers with a detailed report indicating possible defects or areas, which may need attention as well as favorable aspects of the home.



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