



*Because to Sue and Michele....
Your Time Matters!*

THINKING OF SELLING YOUR HOME?

To get the best possible price for your home, consider the following:

Must Do	Might Do	Don't Bother Doing
Keep it clean: If nothing else, a clean home is essential. Make sure surfaces sparkle and clutter is at a bare minimum.	Store your belongings: Put personal belongings into clearly labeled boxes, and store them neatly on-site or in an off-site storage facility.	Install shelves or closet organizers: Now isn't the time to invest in systems that will stay with the house unless they will significantly improve its marketability. Consult your agent.
Freshen a room's decor: If a prominent room shows signs of wear or is very outdated, consider a coat of paint or new floor coverings (in that room only).	Refinish wood floors: If you have wood floors under old carpeting, you may want to pull up the rug and refinish the floor in one room, to show buyers the quality of the floors.	Paint and carpet entire house: This is a major project that may not result in a significantly higher price. Avoid it unless it's absolutely necessary.
Make necessary repairs: Make sure outlets work, toilets flush, and windows and doors open and shut smoothly. All heating, air conditioning, and other home systems should work, too.	Do extra maintenance: If your deck needs re-staining or you haven't cleaned your gutters recently, consider doing such projects now to give your property a well-cared-for appearance.	Make major improvements: Now is not the time to put on a deck or build a fence. While these projects can add value , you are not likely to boost your home's value enough to justify the expense at this time.
Increase curb appeal: Tidy up landscaping, plant fresh flowers, and otherwise make your home look as inviting as possible to the drive-by buyer.	Intensify your entryway: Paint your front door and put on new hardware, or replace it altogether if it is old. Buy a new welcome mat.	Put in a new driveway or sidewalk: Unless these items are crumbling and will significantly lower your curb appeal, this is a major investment that probably won't pay off.

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We hope this information has been helpful to you. By the way, if you know of someone who would appreciate our services, please call or e-mail us with their name and number; and we will be happy to help them. Or, please feel free to give them our names and phone numbers or e-mail, and they can contact us. Serving Moorpark, Thousand Oaks, Simi Valley, Newbury Park, and parts of the San Fernando Valley.

Warmest Regards,

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