

Don't Forget Security!

As much as we want to think every potential buyer is honest, we have to face the fact that that might not always be the case. Accidents happen, as well, so use common sense in preparing to open your home to strangers:

- ✓ Pack away your valuables and breakable items and put in a secure place.
- ✓ Hide all prescription drugs.
- ✓ Consider a safety deposit box for valuable jewelry or collectibles.
- ✓ Remove anything from walls or furnishings that reveal your children's names.
- ✓ Be certain your security codes or PIN #'s are out of sight and computers are turned off and locked.

The Baker Firm

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You'll appreciate the difference!



Getting Ready For Your Open House





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FEELING LIKE "HOME"

When preparing for an open house, you want the home to show very well to the prospective buyers who come to see it. When people are touring a home, they are looking for that "certain feeling" from the home, and anything you can do to create this feeling for them is time well spent.

People want their new home to simply "feel like home".

SWEET HOME

Two of the most powerful senses we have in our day-to-day lives are those of smell and hearing. Give your home a subtle, clean, fresh smell, and play some soft ambient music to create a pleasing atmosphere.



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- Make your home feel light, cheerful and serene.
- ✓ Open drapes and turn on lights, including those in closets, basement or attic.
- Add a welcoming touch by filling candy dishes and putting out fresh flowers.
- Make beds, put clothes and toys away; keep decorative pillows orderly.
- ✓ Turn blinds so slats are uniformly open.
- On Ptique leinhasi dees, fresh soap and soap dish.
- ✓ Put commode lid down and ensure adequate tissue supply.
- ✓ A potpourri dish can provide a nice sight and scent.
- ✓ Put away dishes and conceal countertop articles.
- ✓ Simmer a few drops of vanilla on stove.
- ✓ Arrange an inviting centerpiece.
- ✓ Consider setting the table with fine china and linen.
- ✓ Turn on chandelier.
- ✓ Straighten pictures on walls and dust frames.
- ✓ Dispose of newspapers and all clutter; polish tabletops.
- ✓ Light fireplace in winter
- Take pets away from the premises if possible, so visitors can move about freely.
 - When exiting, just before buyers arrive, turn around at the front door and see what the prospective buyer's first impression will be. What is the first thing you see from that vantage point? Is it an asset? THINK LIKE A BUYER!

Outside

A first impression gets no second chance! Just a little preparation will go a long way in letting potential buyers know how well your home is maintained.



- ✓ Sweep front walkway.
- ✓ Remove newspapers, bikes and toys.
- ✓ Trim shrubs.
- ✓ Apply fresh, clean paint.
- ✓ Clean windows and window coverings.
- ✓ Keep plumbing and all appliances in working order... no drips or leaks.
- ✓ Maintain all sealant (window, tub, shower, sink, etc.) in good condition.
- ✓ Make sure roof and gutters are clean and in good condition.
- \checkmark Mow and edge the lawn
- \checkmark Plant flowers.
- ✓ Keep pet areas clean.