

GLG

GIBSON LAUGHTON GROUP

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Listing Proposal Package



Scott Gibson

George Laughton

RE/MAX Renaissance Realty





GIBSON LAUGHTON GROUP

What We Can Offer You

The Gibson Laughton Group specializes in real estate owned properties (REO) in default and foreclosure ranging from every dollar amount in Phoenix, Glendale, Scottsdale, Peoria, Mesa and Tempe, Arizona areas. Scott Gibson and George Laughton brought the group to RE/MAX Renaissance Realty in 2007 and have established a great presence with asset managers, lenders and agents all over the country. The Gibson Laughton Groups' services include but are not limited to:

- Foreclosure Listings
- Residential Resale
- Buyer Foreclosure Specialist
- Property Management

*Foreclosure Listings...*The GLG team works diligently building relationships with asset managers all over the country. Because of these relationships and the ability of each team member to successfully close record transactions, the GLG team consistently outperforms all other REO teams in Maricopa County, Arizona, month after month. Being experienced and our extensive knowledge in REO's give GLG the opportunity to help first time home buyers, investors and out of state buyers purchase their next home.

*Residential Resale...*The GLG listing team specializes in marketing residential homes at multiple price points. Our experienced staff combined with a proven strategy gives our clients a competitive edge in getting homes sold.

*Buyer Foreclosure Specialist...*Helping you get the home you want is the primary task of our buyer's specialist team. Negotiation tactics and local market knowledge prepare each agent to guarantee your satisfaction.

*Property Management...*Ensuring each investors success, GLG is able to offer professional property management. Many investors also take advantage of our leasing programs to help jump start their investment opportunities.



GIBSON LAUGHTON GROUP

Meet Our Team

Scott Gibson, Realtor – RE/MAX Renaissance Gibson Laughton Group is a successful real estate agent with RE/MAX Renaissance Gibson Laughton Group. His team specializes in REO's and offer a wide range of services from foreclosure listings, residential resale, short sale and property management. Marketed and closed transactions include working with HSBC, Carrington, Freddie Mac, Wilshire and Fremont to name a few. With over 17 years of experience in real estate, the team provides superior due diligence on every property listed in order to assure a successful investment. The team also specializes in asset preservation, marketing vacant listings, property management, interior and exterior broker price opinion and vendor management. The team continues to build relationships with asset managers all over the US and pride themselves on putting the client first.

George Laughton, Realtor - RE/MAX Renaissance Gibson Laughton Group is a successful real estate agent with RE/MAX Renaissance Gibson Laughton Group. George was listed as one of the top REO agents in 2008. His team specializes in REO's and offer a wide range of services from foreclosure listings, residential resale, short sale and property management. His team also specializes in broker price opinion, in depth market analysis, occupancy checks, cash for keys, re-keying, trash outs, property repair recommendations and estimates, property maintenance and inspections. The team's exceptional marketing plan allows them to gain maximum exposure for the properties they service. Laughton's accreditations include GRI and ARM which gain him recognition in the market. The Gibson Laughton Group was named number ten on the list of top100 RE/MAX International teams for 2008. The ongoing commitment to excellence is what separates them from the other REO agents in the industry.

Jennifer Laughton, Realtor- RE/MAX Renaissance Gibson Laughton Group is a real estate agent for the RE/MAX Gibson Laughton Group and her team specializes in asset preservation, marketing vacant listings, interior and exterior broker price opinions and valuations. Excellent vendor and invoice management combined with a private facilities team that ensures assets are regularly inspected and maintained. Commitment to excellence has been the reason for the groups' successful 750 closings in 2008. Disposition and defaulted assets with low days on market and accurately forecasting market values is their highest priority.

Candice Burch, Realtor – RE/MAX Renaissance Gibson Laughton Group is a real estate agent with RE/MAX Renaissance Gibson Laughton Group who specializes in forecasting market trends working with several clients such as HSBC, AssetLink and Freddie Mac throughout the entire disposition process. Identifying the requirements for asset preservation, coordinating vendor services and acting as a direct liaison between the client and buyers agent to ensure a positive and successful closing are just a few of the basic responsibilities Candice performs. Marketing vacant assets requires the "extra" effort that only consistent policies and procedures can deliver in order to maintain the minimum marketing time that clients demand. Loss control is a focus for every task completed on time. Ms. Burch began her real estate career in 2005 and was licensed in 2008. She continues to be one of the top producing REO agents on the team and receives accolades daily for her outstanding customer service.



GIBSON LAUGHTON GROUP

Meet Our Team, Continued

Dustin Monger, Realtor – RE/MAX Renaissance Gibson Laughton Group is a real estate agent with RE/MAX Renaissance Gibson Laughton Group who is an experienced and successful REO agent performing a wide range of services. Working amongst a team that specializes in interior and exterior broker price opinions, asset preservation, market analysis and marketing REO listings. The team works closely with such clients as FreddieMac and other well known asset managers. Dustin is committed to surpassing the client's needs and expectations through minimizing days on market, aggressive pricing and overall superior client satisfaction.

Catherine Gibson, Realtor – RE/MAX Renaissance Gibson Laughton Group is a successful REO specialist with the RE/MAX Renaissance Gibson Laughton Group. Catherine has successfully marketed and closed transactions for various institutions. Her team specializes in asset preservation, marketing vacant listings, property management, interior and exterior broker price opinions and vendor management. Excellent vendor and invoice management combines with a private facilities team that regularly inspects and maintains assets. A commitment to excellence has been the reason the team has completed over 750 transactions in 2008. Disposition of defaulted assets with low days on market and accurately forecasting market values are the teams' highest priorities.

Angel Munoz– Realtor, RE/MAX Renaissance Gibson Laughton Group has been a licensed real estate agent for 9 years and been in REO's since May of 2008. He joined RE/MAX in 2008 to help manage such asset managers as Atlas, LandAmerica and HomeEq to name a few. His attention to detail and work ethic make him a valuable part of the team. He is bilingual which allows us to better communicate with a broader range of buyers. His primary job responsibilities, besides providing exceptional service to his portfolio, include managing REO assets, listing, negotiating and closing of assets.

Pete Manesiotis– Realtor, RE/MAX Renaissance Gibson Laughton Group has been a licensed real estate agent for 7 years and has been an REO specialist for over a year. He joined RE/MAX in 2008 to help manage such asset managers as Fidelity, HomeEq, Us Real Estate Services, Wilshire, Fremont, Coldwell and ING. The real estate depth and knowledge he brings to the team is an asset to the success of working with such clients. He enjoys assisting in the due diligence and inspection of properties in order to maximize our leads process and information on our websites. He's been a key player in obtaining the necessary resources and facts in order for us to successfully implement our marketing plans. He performs a wide variety of negotiating skills with asset managers and continues to successfully build his portfolio and close transactions with low days on market as his primary goal.

Bobby Derryberry – Realtor, RE/MAX Renaissance Gibson Laughton Group is an account manager with RE/MAX Renaissance Gibson Laughton Group. He has been in real estate for 4 ½ years and specialized in REO properties since 2008. His performance consists of securing and maintaining bank owned properties and performing market analysis to help value the properties. Bobby acts as a co-listing agent for the properties, submitting offers and maintaining stellar communication between the seller, title companies and buyers' agents. His goal is to ensure a successful and timely closing with each property the team lists.



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Why Choose GLG

- The Gibson Laughton Group has been named #4 out of the top 100 RE/MAX teams in the United States in 2008.

- Scott Gibson & his team were named #8 out of 100 of the Top Teams by Transaction Sides in the Wall Street Journal on June 4, 2009.

- Scott Gibson is consistently the #1 agent for all of Maricopa County for transactions closed.

- The Gibson Laughton Group remains at the top of the list of all RE/MAX Renaissance Realty agents.

- Scott Gibson & George Laughton have over 17 years experience combined to offer each valued client.

- The Gibson Laughton Group has helped over 650 home buyers purchase a home.



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Why Choose RE/MAX

When you choose a RE/MAX Sales Associate to sell your home or help you purchase a new home, you'll experience a high level of service.

First, RE/MAX Associates are The Hometown Experts With a World of Experience®. Across the globe, they make their living in the same communities in which they live. They're the people next door, or just down the block.

Consummate professionals, RE/MAX Associates on average lead agents of competing brands in advanced real estate education and production. That's why they're known as "The Real Estate Leaders®" and why no one in the world sells more real estate than RE/MAX.

Customer Satisfaction

The proof of quality service is in repeat customers and in customers who refer RE/MAX Associates to their friends. Many RE/MAX Sales Associates derive a high percentage of their business from repeats and referrals.

Education

RE/MAX Associates lead agents of competing brands in professional designations, which denote specialized training and education. They dominate the Accredited Buyer Representative (ABR), Certified Relocation Professional (CRP), Certified Residential Specialist (CRS) and Leadership Training Graduate (LTG) ranks.

Miracle Home®

Why list your home with a RE/MAX Associate? Your home may be designated as a Miracle Home®. If it is, your RE/MAX Sales Associate will make a contribution on behalf of the listing and/or sale to the local hospital affiliated with [Children's Miracle Network](#). The funds raised in your community remain in the area to benefit local children.



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Why Choose RE/MAX, Continued

For All You're Worth®

On average, RE/MAX Associates sell more real estate than other agents. They are better-qualified to set the right price for the homes they list, better-equipped to market those homes, and likely to find a buyer in a shorter period of time. That experience and education also means they are better-qualified to find the right home for any buyer.

Competitive Advantage

The real estate network that has the most competitive advantages to offer both home buyers and sellers will be an industry leader, and RE/MAX is that network. No one in the world sells more real estate than RE/MAX. When you look for the highest-quality real estate service, look to a RE/MAX Associate. RE/MAX Associates are "The Real Estate Leaders®".

Advertising

On average, a RE/MAX Associate spends about \$10,000 each year on personal promotion and on individual and group advertising. Personal advertising plus national television advertising and Internet exposure generates the highest number of prospects in the industry.

Network Size

The revolutionary RE/MAX Concept of enabling real estate professionals to maximize their business potential has evolved into an organization of more than 120,000 Sales Associates in more than 6,600 offices.

The RE/MAX Balloon Logo

The red, white and blue RE/MAX Balloon, with its "Above the Crowd®" slogan, is one of the most recognizable business logos in the world. With more than 90 RE/MAX Hot Air Balloons around the globe, RE/MAX has the world's largest commercial balloon fleet.

The Sign That Brings You Home®

The famous red-over-white-over-blue RE/MAX yard sign and your RE/MAX agent lead you to properties in areas in which you'll want to live and work. If you want to sell your property, the RE/MAX yard sign attracts buyers.



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Why Choose RE/MAX, Continued

An Industry Leader

RE/MAX was the first real estate network to be involved in more than 1 million transaction sides in a single year. Each transaction or sale consists of two sides, the listing side and the selling side.

Global Expansion

With offices in more than 60 countries worldwide, RE/MAX is one of the fastest-growing real estate franchise networks on the planet.

Main Street. Not Wall Street.®

Being locally owned and operated, RE/MAX offices are staffed with professionals who live in the area they work in. Thus, committed to their local community, they have a deep personal interest in the customers they serve.

Home of the Best Agents®

In a business environment of mergers and acquisitions, RE/MAX is the only major real estate network still owned and directed by its founders. The excellence of RE/MAX Broker/Owners and Sales Associates has led to an ever-increasing number of accolades from the business community at large. In January 2006, "Entrepreneur" magazine ranked RE/MAX among the top 10 franchises in its annual Franchise 500 survey. It also named RE/MAX "Best of the Best" for real estate services; No. 9 overall in "America's Top Global Franchises" and No. 11 among "Fastest-Growing Franchises." Additionally, Inman News awarded RE/MAX a 2006 Innovator Award for "Most Innovative Brokerage/Franchise/Realtor."

More Than 33 Years "Above the Crowd®"

RE/MAX - now an established industry leader - celebrated its 33rd anniversary in 2006 and looks ahead to even greater real estate achievement in the years ahead.



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GLG Strategic Marketing Plan

The decision to sell a home is often dependent on many factors. Whatever your reasons are for selling, my proven effective marketing strategies will ensure that you get the highest possible price for your home. I guarantee to provide you with professional, ethical and confidential service and keep you fully informed every step of the way.

As a seasoned listing agent, I will help you with the entire home selling process. As your listing agent, I will help you get the best price for your home and help sell it in the fastest possible timeframe.

Selling a home here in Phoenix, Mesa, Glendale, Scottsdale, Peoria, Tempe, or any other area means a comprehensive plan must be in place. If you select me as your listing agent, I will:

- Provide you with a free home valuation to help determine your home's worth.
- Review comps in the area to show you what is happening in Phoenix, Mesa, Glendale, Scottsdale, Peoria, Tempe, and surrounding Maricopa County, AZ areas.
- Negotiate on your behalf to receive the most money for your property and home.
- Network with other real estate professionals here in Phoenix, Mesa, Glendale, Scottsdale, Peoria, Tempe, and surrounding Maricopa County, AZ areas as well as throughout other relevant areas to find the perfect buyer for your home.
- Arrange showings of your home that work in conjunction with your schedule.
- Advise you how to best prepare your property for potential buyers to view.



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GLG Strategic Marketing Plan, Continued

- Engage in a comprehensive advertising campaign to give your home the ideal amount of exposure.
- Utilize technology including my personal web site to showcase your property to other real estate agents along with potential home buyers.
- Work with you through the complex paperwork and legal issues that can impact the sale of your home.
- Represent you in a manner that is both professional and thorough
- Tailor the sale of your home to the area of your property and to each of its unique features.



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Why Use a REALTOR® When Selling a Home?

A real estate agent can help you understand everything you need to know about the home selling process.

Not all real estate licensees are the same; only those who are members of the NATIONAL ASSOCIATION OF REALTORS® (NAR) are properly called REALTORS®. They proudly display the REALTOR "®" trademark on their business cards and other marketing and sales literature.

REALTORS® are committed to treat all parties to a transaction honestly. REALTORS® subscribe to a strict Code of Ethics and are expected to maintain a higher level of knowledge of the process of buying and selling real estate. An independent survey reported that 84% of home buyers would use the same REALTOR® again.

Real estate transactions are one of the biggest financial dealings of most people's lifetime. Transactions today usually exceed \$250,000. If you had a \$250,000 income tax problem, would you attempt to deal with it without the help of a certified professional accountant? If you had a \$250,000 legal question, would you deal with it without the help of an attorney? Considering the small upside cost and the large downside risk, it would be wise to work with a professional REALTOR® when you are selling a home.

If you're still not convinced of the value of a REALTOR®, here are more reasons to use one:

- 1. When selling your home, your REALTOR® can give you up-to-date information on what is happening in the marketplace as well as the price, financing, terms and condition of competing properties.** These are key factors in getting your property sold at the best price, quickly and with minimum hassle.
- 2. Often, your REALTOR® can recommend repairs or cosmetic work that will significantly enhance the salability of your property.**
- 3. Your REALTOR® markets your property to other real estate agents and the public.** In many markets across the country, over half of real estate sales are cooperative sales; that is, a real estate agent other than yours brings in the buyer. Your REALTOR® acts as the marketing coordinator, distributing...



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Why Use a REALTOR® When Selling a Home?, Continued

information about your property to other real estate agents through a Multiple Listing Service (MLS) or other cooperative marketing networks, open houses for agents, etc. The REALTOR® Code of Ethics requires REALTORS® to utilize these cooperative relationships when they benefit their clients.

4. **Your REALTOR® will know when, where and how to advertise your property.** There is a misconception that advertising sells real estate. NAR studies show that 82% of real estate sales are the result of agent contacts through previous clients, referrals, friends, family and personal contacts. When a property is marketed with the help of your REALTOR®, you do not have to allow strangers into your home. Your REALTOR® will generally prescreen and accompany qualified prospects through your property.
5. **Your REALTOR® can help you objectively evaluate every buyer's proposal without compromising your marketing position.** This initial agreement is only the beginning of a process of appraisals, inspections and financing – and a lot of possible pitfalls. Your REALTOR® can help you write a legally binding, win-win agreement that will be more likely to make it through the process.
6. **Your REALTOR® can help close the sale of your home.** Issues may arise between the initial sales agreement and closing (also called settlement or escrow), for example, unexpected repairs might be required to obtain financing or a title problem is discovered. The required paperwork alone is overwhelming for most sellers. Your REALTOR® is the best person to objectively help you resolve these issues and move the transaction to closing.



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How to Set a List Price for Your Home

Setting the list price for your home involves evaluating various market conditions and financial factors. During this phase of the home selling process, your REALTOR® will help you set your list price based on:

- pricing considerations
- comparable sales
- market conditions
- offering incentives
- estimated net proceeds

Pricing Considerations – Find a Balance Between Too High and Too Low

When setting a list price for your home, you should be aware of a buyer's frame of mind. Consider the following pricing factors:

If you set the **price too high**, your house won't be picked for viewing, even though it may be much nicer than other homes on the street. You may have told your REALTOR® to "Bring me any offer. Frankly, I'd take less." But compared to other houses for sale, your home simply looks too expensive to be considered.

If you **price too low**, you'll short-change yourself. Your house will sell promptly, yes, but you may make less on the sale than if you had set a higher price and waited for a buyer who was willing to pay it.

TIP: Never say "asking" price, which implies you don't expect to get it.

Price Against Comparable Sales in Your Neighborhood

No matter how attractive and polished your house, buyers will be comparing its price with everything else on the market.



GIBSON LAUGHTON GROUP

How to Set a List Price for Your Home, Continued

Your best guide is a record of what the buying public has been willing to pay in the past few months for property in your neighborhood. Your REALTOR® can furnish data on sales figures for those comparable sales and analyze them to help you come up with a suggested listing price. The decision about how much to ask, though, is always yours.

Competitive Market Analysis (CMA): The list of comparable sales a REALTOR® brings to you, along with data about other houses in your neighborhood that are presently on the market, is used for a "Comparative Market Analysis" (CMA). To help in estimating a possible sales price for your house, the analysis will also include data on nearby houses that failed to sell in the past few months, along with their list prices.

A CMA differs from a formal appraisal in several ways. One major difference is that an appraisal will be based only on past sales. Also, an appraisal is done for a fee while the CMA is provided by your REALTOR® and may include properties currently listed for sale and those currently pending sale. For the average home sale, a CMA probably gives enough information to help you set a proper price.

Formal Written Appraisal: A formal written appraisal (which may cost a few hundred dollars) can be useful if you have unique property, if there hasn't been much activity in your area recently, if co-owners disagree about price or if there is any other circumstance that makes it difficult to put a value on your home.

TIP: If you do order a market value appraisal, make it clear you don't need an elaborate, or full narrative report, i.e., the kind that's complete with photos of the house and neighborhood. Floor plans and a site map is sufficient in most cases.



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How to Set a List Price for Your Home, Continued

Market Conditions – Is it a Buyer's Market or a Seller's Market?

A CMA often includes a Days on the Market (DOM) value for each comparable house sold. When real estate is booming and prices are rising, houses may sell in a few days. Conversely, when the market slows down, average DOM can run into many months.

Your REALTOR® can tell you whether your area is currently in a buyer's market or a seller's market. In a seller's market, you can price a bit beyond what you really expect, just to see what the reaction will be. In a buyer's market, if you really need to sell promptly, offer an attractive bargain price.

If You Price High, Set a Schedule for Lowering the Price

Some sellers list at the rock-bottom price they'd really take, because they hate bargaining. Others add on thousands to the estimated market value "just to see what happens." If you want to try that, and if you have the luxury of enough time to feel out the market, sit down with your REALTOR® and work out an advance schedule for lowering the price if need be.

If there haven't been many prospects viewing your home after three weeks, you may need to lower your list price. If that doesn't bring any prospective buyers, you may need to lower your list price again. Plan on doing that regularly until you find a level that attracts buyers. Make a written schedule in advance, before emotion takes over and you're tempted to dig your heels in.

Offering Incentives to Hasten a Sale

Sometimes cash incentives are as effective as lowering the price, especially in the lower price range where buyers may be "cash poor." You may offer to pay some or all of a buyer's closing costs and discount points required by the buyer's lending institution.



GIBSON LAUGHTON GROUP

How to Set a List Price for Your Home, Continued

If you haven't had much traffic through your house and you're in a hurry to sell, you may want to add the offer of a bonus to the selling broker, in addition to their commission. An example of the wording for such an offer may be "to the broker who brings a successful offer before Christmas."

Estimating Net Proceeds

Once you've been given an estimate of market value by your REALTOR[®], you can get a rough idea of how much cash you might walk away with when the sale is completed. This can be particularly useful when you start looking for another home to buy.

To estimate your net proceeds, from the estimated sales amount, subtract the applicable costs in the three sections outlined below: seller's costs, buyer's/seller's costs and closing costs.

Seller's Costs: Subtract the following costs as applicable.

- payoff figure on your present loan(s)
- broker's commission
- prepayment penalty on your mortgage
- attorney's fees
- unpaid property taxes

Buyer's/Seller's Costs: Additionally, your REALTOR[®] can tell you whether local customs or rules dictate whether the buyer or seller pays for the items listed below. Subtract the following costs, as applicable.

- title insurance premium
- transfer taxes
- survey fees
- inspections and repairs for termites, etc.
- recording fees
- Homeowner Association transfer fees and document preparation
- home protection plan
- natural hazard disclosure report



GIBSON LAUGHTON GROUP

How to Set a List Price for Your Home, Continued

Closing Costs: As far as closing costs are concerned, you and your eventual buyer may agree on any arrangement that suits you, no matter what local practice dictates. Your REALTOR[®] will assist you in estimating what your final closing costs will be.



GIBSON LAUGHTON GROUP

Get Your House Ready to Show to Buyers

A house that "sparkles" on the surface will sell faster than its shabby neighbor, even though both are structurally well maintained.

From experience, REALTORS® also know that a "well-polished" house appeals to more buyers and will sell faster and for a higher price. Additionally, buyers feel more comfortable purchasing a well-cared for home because if what they can see is well maintained, they assume that what they can't see has probably also been well maintained. In readying your house for sale, consider:

- how much should you spend to prepare your house for sale?
- exterior and curb appeal
- interior appeal

Before putting your house on the market, take as much time as necessary (and as little money as possible) to maximize its exterior and interior appeal.

How Much Should You Spend to Prepare Your House for Sale?

In preparing your home for the market, spend as little money as possible. Buyers will be impressed by a brand new roof, but they aren't likely to give you enough extra money to pay for it. There is a big difference between making minor and inexpensive polishes and touch-ups to your house, such as putting new knobs on cabinets and a fresh coat of neutral paint in the living room, and doing extensive and costly renovations, like installing a new kitchen.

Your REALTOR® is familiar with buyers' expectations in your neighborhood and can advise you specifically on what improvements need to be made and which improvements are most effective. Don't hesitate to ask for advice.



GIBSON LAUGHTON GROUP

Get Your House Ready to Show to Buyers, Continued

Maximizing Exterior and Curb Appeal

When preparing to put your home up for sale, your first concern is the home's exterior. If the outside, or "curb appeal" looks good, people will more than likely want to see what's on the inside.

Here are some tips to enhance your home's exterior and curb appeal to buyers:

- Keep the lawn edged, cut and watered.
- Regularly trim hedges and weed lawns and flowerbeds.
- Be sure your front door area has a "Welcome" feeling.
- Paint the front door.
- In spring and summer, add a couple of pots of showy annuals near your front entrance.
- In snowy areas, keep walks neatly cleared of snow and ice.
- Check foundation, steps, walkways, walls and patios for cracks and deterioration, and fix any problem areas.
- Remove and repaint any peeling paint on doors and windows.
- Clean and align gutters.
- Inspect and clean the chimney.
- Repair and replace loose or damaged roof shingles.
- Repair and repaint loose siding and caulking.
- Reseal old asphalt.
- Keep the garage door closed.
- Store RVs and old cars elsewhere while the house is on the market.

Maximizing Interior Appeal

You want your home to look as spacious, bright and clean as possible. Also the home should look neutral – without a lot of your personal and sentimental objects - so buyers can begin to imagine living there.

Here are some tips to enhance your home's interior appeal to buyers:



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Get Your House Ready to Show to Buyers, Continued

- Give every room in the house a thorough cleaning and remove all clutter. This alone will make your house appear bigger and brighter. Some homeowners with crowded rooms actually rent storage garages and move half their furniture out, creating a sleeker, more spacious look.
- Use a professional cleaning service every few weeks while the house is on the market.
- Remove the less frequently used, and even daily-used items from kitchen counters, closets, basement and attic to make these areas more inviting.
- Make sure that table tops, dressers and closets are free of clutter.
- Pay special attention to the kitchen and bathrooms: they should look as modern, bright and fresh as possible. It is essential for them to be clean and odor free.
- Repair dripping faucets and showerheads.
- Buy showy new towels for the bathroom, and put them out only for showings.
- Spruce up a kitchen in need of more major remodeling by installing new curtains and cabinet knobs, or applying a fresh coat of neutral paint.
- Clean walls and doors of smudges and scuff marks.
- If necessary, repaint dingy, soiled or strongly-colored walls with a neutral shade of paint, such as off-white or beige. The same neutral scheme can be applied to carpets and linoleum.
- Check for cracks, leaks and signs of dampness in the attic and basement, and fix any problem areas.
- Seal basement walls if there are any signs of dampness or leakage.
- Repair cracks, holes or damage to plaster, wallboard, wallpaper, paint and tiles.
- Replace broken or cracked windowpanes, moldings and other woodwork.
- Inspect and repair the plumbing, heating, cooling and alarm systems.