



At the Roshek Group, we look forward to helping you find the home of your dreams in the Pikes Peak Region of Colorado. You can find out more information at our website at www.pikespeakregion.com. We hope you find this list of selling tips helpful in the sale of your home. Let us know if we can help you with your sale in any way. We can be reached at 719.687.1531.

Interior

- _____ Remove family pictures, awards, trophies, special collections, etc. Although they are priceless to you, they change the mindset of potential buyers from thinking of the home as their's to feeling as though they are intruding.
- _____ Remove excess furniture. Perhaps you will need to rent a storage place. Remember, you want your home to look as spacious as possible.
- _____ Clean all lamps and light fixtures. Make sure each has a bright working bulb.
- _____ Remove items from window ledges. This will draw buyers' eyes to the view, not the knick-knack in the window.
- _____ Continually keep all windows clean inside.
- _____ Remove as much as possible from the kitchen counters.
- _____ In the kitchen and throughout the house, organize drawers and closets. Remove any non-essential items and pack them. Remember, you will have to pack and move later anyway.
- _____ Fill any holes or repair any walls as necessary.
- _____ If you do repaint, use neutral colors (our Specialists will discuss color choices if desired).
- _____ Remove magazines or newspapers.
- _____ Clean all fireplaces.
- _____ Have your carpet professionally cleaned.
- _____ Ask a friend to walk through your home and check for odors. You spend every day in your home and may not notice certain smells. Do not be defensive. If you have an odor, deodorize it.
- _____ Pick-up and put away all toys. Toys used infrequently should be packed. It will be fun for your children to unpack their old toys at their new house.

- _____ Clean your stove and oven.
- _____ Clean your refrigerator discarding any older items. Keep it clean.
- _____ Remove all magnets, messages, artwork or calendars from the front of the refrigerator.
- _____ Clean all bathroom fixtures and remove stains. Place decorative towels in each bathroom.
- _____ Remove excess items from the tub or shower area.
- _____ Remove and pack any seasonal or infrequently used clothing from the closets.
- _____ Always pick-up clothing.

Exterior

Curb appeal is critical. You need to entice potential buyers to want to go inside.

- _____ Keep lawn well groomed.
- _____ Remove any dead or damaged plants, shrubs or trees.
- _____ Continually rake leaves if present.
- _____ Remove any unnecessary tools.
- _____ Remove window screens (improves the showing of your home).
- _____ Keep yard tools orderly and put away.
- _____ Wash all exterior windows.
- _____ Organize your garage (take as much as possible to storage).
- _____ Scrub your garage floor with proper cleaner.

Other considerations

If showing your home during the holiday season, keep your decorations to a minimum. Keep your drapes open. If a showing is scheduled at night, turn on all the lights before leaving. Even during the day, dark rooms or corners should be illuminated.

Finally, remember, when you are fully committed to your move, you will:

1. Prepare your home for sale (the better you pack, clean and repair the easier it will be in the long run).
2. Begin showing your home
3. Sell your home
4. Pack your belongings
5. Call the moving truck