

Help Us Attract the Best Possible Offer for Your Home

Serious home shoppers attending your Open House have been looking at the competition – new model homes and many other open houses. How will yours stack up? Don't worry that your home isn't "new" – visitors to your house already know that. What they do expect is that your house is well-maintained and is clean and neat, inside and out. The suggestions in this brochure can help us attract a home buyer that will walk into your house and think, "Yes! This is the one for me!"

You will need to leave your home during the Open House. Visitors feel more at ease when examining your home and asking questions about its condition when they are talking to a Realtor rather than the home owner.

The hosts of your Open House are highly trained professionals. They will try to protect your belongings, but they cannot be responsible for any damage or theft that occurs during the event. Please protect your belongings by putting jewelry, medicines, valuable keepsakes, etc. in a secure place. We recommend putting your valuables in the trunk of your car. That way, you know they are safe.



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'Serving the Area Since 1958'



**Tarbell,
REALTORS**

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Call (909) 261-3541 or Visit www.ilajosephs.com

We're Having an Open House!

***Is Your Home Ready to
Meet Its Next Owner?***

Curb Appeal – Will Visitors Come In or Drive On?

Mow and water the grass the day before the open house if possible, or at least a few days before, so the yard will look neat and green.

Trim any trees, shrubs or flowers that overhang the walkway. Weed any flower beds visitors will be walking past. Get rid of grass/weeds growing between the cracks in your walkway or driveway.

Remove any stains on the driveway or walkway.

Put away any tools, toys, etc. left in the front yard.

Replace or remove a worn-out welcome mat and consider putting a pot of colorful flowers near the entry.

Wash the doorknob and sweep away any cobwebs in the entry.

Cleanliness and Clutter – Two Different Impressions

Clean the floors, clean the windows and screens, clean the dishes (and put them away), clean the sinks, clean the tub and the shower. Clean the closets too – home shoppers will open the doors.

Clear the kitchen and bathroom counter tops, and every other flat space where the clutter of normal life is deposited. Empty the trash cans and, if you have a cat, clean the litter box.

If you haven't done so already, remove boxes and furniture that just take up space and make the room appear smaller. Put away family photos to help visitors imagine their family living in the house.

Replace any burned-out light bulbs, lubricate doors that stick, wash the door knobs.

Straighten the cushions on the sofa. Fluff the pillows. Make the beds. Put the toilet lid down.

Enhance your home's smell with potpourri, plug-in room fresheners or scented candles. Put a bowl of fresh fruit on the counter or as a table centerpiece – smells good and looks good too.

Don't Forget the Garage and Back Yard

Tidy up the garage. Home shoppers want to picture their vehicles in the garage.

Mow the grass and weed the flower beds. Sweep or hose the patio deck and remove any dead plants. Arrange patio furnishings so the buyer can envision entertaining guests there.

Is your back yard littered with discarded items, garden tools and toys? Get rid of what you don't want, put away tools, and store toys that aren't used every day.

Do you have a dog? Plan to take the dog with you so visitors can walk around the back yard – and please don't forget to pick up the "land mines" that dogs leave behind.

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