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## Repair Tips for Sellers

### Interior Preparation:

#### Add Housewarming Appeal

##### Your Home's Interior

Experience shows that creating a warm feeling inside your home increases its desirability. View your home with a critical eye. Clean it meticulously, complete minor repairs and add finishing touches. Here's a list of suggestions to get you started.

##### Doors and Windows

- Consider adding a fresh coat of paint to your front door.
- Polish brass fixtures and be sure door locks work properly.
- Oil hinges to both doors and windows.
- Keep stairways tidy and secure handrail.
- Repair or replace bent or damaged screens and window glass.
- Cut back outdoor plants that restrict natural light.
- Keep windows clean and tidy with draperies firmly affixed and in proper working order.

##### Floors and Carpets

- Repair or replace missing or damaged tile, hardwood, vinyl and baseboards.
- Steam-clean or shampoo carpets.
- Secure loose carpeting and replace damaged areas.
- Be conscious of odors caused by dampness, high-traffic areas or pets.

##### Closets and Storage Areas

- Ample storage space increases the desirability of the home.
- Keep closets tidy.
- Discard any unnecessary items and consider storing those you do not use frequently.

##### Bedrooms and Living Areas

- Keep living areas clean and inviting.
- Arrange furniture to allow a spacious atmosphere.
- Make beds, arrange couch cushions, dust shelves, vacuum carpets and touch-up walls with paint or spackling as necessary.

##### Kitchens and Bathrooms

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- Clear counters, drawers and cabinets of unnecessary items.
- Clean soap dishes, mirrors, faucets and appliances (inside and out).
- Store cleaning supplies and hang freshly washed towels.
- Be aware of and eliminate odors caused by dampness and hampers.

### **Counters and Cabinets**

- Store infrequently used counter-top items to allow a spacious look in the kitchen and bathroom.
- Keep drawers and cabinets tidy and organized.

### **Garage and Workshop**

- Items should be neatly stored in shelving or wall units.
- Allow appropriate space for the homebuyer to visualize their vehicle or workbench.
- Consider moving excess or over-sized items to mini-storage.

## **Exterior Preparation:**

### **Increase Your Home's Curbside Appeal**

#### **Your Home's Exterior**

Your home's exterior is the first thing a potential buyer sees when visiting your home. The following tips will help you increase your home's curbside appeal and create a strong first impression to potential homebuyers.

#### **Fence**

- Replace missing slats, stakes and posts.
- Repair broken hinges and paint or stain the fence if necessary.

#### **Yard**

- Mow, trim and fertilize the lawn.
- Weed flower beds and replace dead plants and trees.

#### **Driveway, Garage, Carport**

- Clean up grease or oil spots on concrete surfaces.
- Make sure the garage door opens freely and the automatic door opener is working.
- Provide an unobstructed view of your home from the street by not parking cars, boats or other vehicles in the driveway.

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### **Front Entry**

- Polish door handles and doorknockers.
- Replace worn or broken items, such as an unsightly mailbox or rusty doorbell.
- Be sure porch lights are working and add welcoming features such as a new doormat and flowering plants.

### **Siding and Trim**

- Consider painting the highlight features of your home, such as trim work, shutters, gutters, down spouts and railings.
- If necessary, add a fresh coat of exterior paint to the exterior siding.

### **Roof**

- Remove debris such as tree branches and leaves.
- Make any necessary repairs to worn shingles, tiles or cracked surfaces.

### **Patio, Deck**

- Flowering plants and outdoor furniture add appeal.
- Remove any unnecessary items such as gardening equipment.
- Tidy any visible items, such as an outdoor grill or barbecue.

## **Major Remodeling Projects:**

### **The Most Popular Remodeling Projects and Rate of Resale Return**

Any remodeling project that you plan for your home should be able to stand a “resale and return” test if you intend to sell the house in the next few years. Some projects (for example, a kitchen-remodeling project) have exceptional return while others (for example, installing an in-ground pool) have little or no return on your investment.

**Here is the approximate rate of return on remodeling projects\*:**

**Minor Kitchen Remodel: 88%**  
**Second Story Addition: 83%**  
**Bath Remodel: 81%**  
**Bath Addition: 81%**  
**Family Room Addition: 75%**  
**Master Suite Addition: 71%**  
**Major Kitchen Remodel: 71%**

Source: Remodeling online/Hanley-Wood \* Data represents national averages