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DOUG'S NOTES

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Tips On Selling Your Home!

To sell your house fast and get the best price here is a list of things to help. Ask yourself: If you were buying this home what would you want to see? The goal is to show a home which looks good, maximizes space and attracts as many buyers - and as much demand - as possible.

1. Move In Condition Fix the home's problem areas. Most people are looking for a home they can move into and not have to worry about fixing up. Even if they are willing to buy a home that needs repairs they will deduct the cost from the price they offer on your house.

2. First Impression Maximizing exterior and curb 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. Tips to enhance your home's exterior and curb appeal:

- ◆ Keep the lawn edged, cut and watered regularly.
- ◆ Trim hedges, weed lawns and flowerbeds, and prune trees regularly.
- ◆ Check the foundation, steps, walkways, walls and patios for cracks and crumbling.
- ◆ Inspect doors and windows for peeling paint.
- ◆ Clean and align gutters.
- ◆ Inspect and clean the chimney.
- ◆ Repair and replace loose or damaged roof

shingles.

- ◆ Repair and repaint loose siding and caulking.
- ◆ During spring and summer months consider adding a few showy annuals, perhaps in pots, near your front entrance.
- ◆ Re-seal an asphalt driveway.
- ◆ Keep your garage door closed.
- ◆ Store RVs or old and beaten up cars elsewhere while the house is on the market.
- ◆ Apply a fresh coat of paint to the front door.

The first look at your house makes an impression. The lawn, shrubs,

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flowers, windows, mailbox, and front door, should always look their best. If the outside doesn't look good most people will not want to look at the inside. Some other things you can do to make the outside more attractive: Add a wreath to the front door, potted flowers; make sure the light fixtures are in good working order.

3. Remove Clutter Remove the clutter even if you have to box up things. People like to see clean fresh looking homes. A clean house makes a good impression. Make the windows sparkle, the floors shine and the carpet look like new. Apply new paint in a neutral color if you haven't painted in a while or touch up if the house was painted recently.

The three most judged rooms are the **kitchen, master bedroom and garage** (if the house has one). In the kitchen clean off counters, clean the oven (people will look in to see) and remove the clutter from cabinets. In the master bedroom move or remove extra furniture to make it look spacious. The garage is to store cars and needed tools. If you have things you are planning to get rid of that are still in the garage, do away with them before putting the house on the market.

- ◆ Give every room in the house a thorough cleaning, as well as removing all clutter. This alone will make your house appear bigger and brighter. Some homeowners with crowded rooms have actually rented storage facilities and moved half their furniture out, creating a sleeker, and more spacious look.
- ◆ Hire a professional

cleaning service once every few weeks while the house is on the market. This may be a good investment for owners who are busy elsewhere.

- ◆ Remove the less frequently used, even daily used items from kitchen counters, closets, and attics, making these areas much more inviting. Since you're anticipating a move anyhow, holding a garage sale at this point is a great idea.
- ◆ 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.

◆ Repair cracks, holes or damage to plaster, wallboard, wallpaper, paint, and tiles.

◆ Replace broken or

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cracked windowpanes, moldings, and other woodwork. Inspect and repair the plumbing, heating, cooling, and alarm systems.

- ◆ Repair dripping faucets and showerheads. Buy showy new towels for the bathroom, to be brought out only when prospective buyers are on the way.

- ◆ Spruce up a kitchen in need of more major remodeling by investing in new cabinet knobs, new curtains, or a coat of neutral paint.

Quick tips for showings:

- ◆ Keep counter tops cleared

- ◆ Replace all burned out light bulbs

- ◆ Open all drapes and window blinds

- ◆ Put pets in cages or take them to a neighbor

- ◆ No dirty dishes in the sink

- ◆ No laundry in the washer/dryer

- ◆ Put on soft music

- ◆ Burn wood in the fireplace on cold days, otherwise, the fireplace should be clean

4. Don't over improve

In preparing your home for the market, spend as little money as possible. 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. Don't spend more on improvements than you will get back. Fix any major problems such as the roof, windows in bad shape, screens, etc. By improving too much the chance of selling the house goes down.

5. Leave the home before the buyer shows up

They are here to view your home and talk with

Shumate Appraisal Services
Jim Kersey
(803)736-2599
9900-F Two Notch Road
Columbia, SC 29223
kerseyjim@yahoo.com

the agent. If you can't leave, stay low-key out in the back yard and keep the kids and pets out of the way.

6. Introduce lifestyle accessories and make your home as comfortable and attractive as possible

Set the dining room table with your best dishes. Put out your only-for-company towels. Make up the spare bed. Hang some fresh curtains. Put some logs in the fireplace. Use your imagination. Have you ever

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noticed that places selling new homes always have fresh baked cookies? The smell is wonderful and makes people think of home. You can bake cookies before an open house or get a candle to burn that smells like baked cookies or apple pie.

7. Positive Approach to Negotiations

Get advice from your agent when an offer is made. You can always make a counter offer. You and the buyer both want the sell of your house.

Reply to an offer as soon as possible and make sure the agent will be able to reach you at anytime.

Devine Mortgage Acquired by South Carolina Bank and Trust, N.A!

South Carolina Bank and Trust is the 4th largest bank headquartered in South Carolina. Serving the needs of South Carolinians for over 70 years, SCBT Financial Corporation currently operates 36 financial centers in 12 South Carolina counties.

SCBT has a commitment to unparalleled service and relationship building commensurate with Devine Mortgage. Although we did not anticipate selling our company, we found the opportunity to work with a bank who shared our commitment to customers and community a *perfect blend of talents*.



Business @ Sunrise

The first North Area Council (Business@ Sunrise) meeting was held on June 30th at the Spring Valley Country Club. The guest speaker was the Honorable Joan Brady, the representative from House District #78.

The response to the Northeast Area Council has been nothing short of outstanding. Business@Sunrise will be held at 7:30 am the last Thursday of every month at the Spring Valley Country Club. Please get involved.

Don Purcell is a former Chairman of the North East Area Council as well as Chairman of the Board of the Greater Columbia Chamber of Commerce. He and the following board members have agreed to serve on the North East Area Council. We want to thank them for all their hard work - Doug Bridges, Maria Vick, Stick Thibodeaux, Laura Griese, Larry Pyle, Lisa Thibodeaux, Butch Wallace & Mike Genova.

**If you know of anyone looking to buy or sell a home
please call Doug @ 699-2212**