

Ready
SET SELL



HARSCH ASSOCIATES
REAL ESTATE AGENCY
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Better Homes and Gardens Cleaning Tips

<http://www.bhg.com/homekeeping/house-cleaning/tips/how-to-deep-clean-your-house/>

HOUSE FOR SALE!

Tips for Getting It Buyer-Ready

When a house is for sale, the goal is to make it as attractive as possible to potential buyers. The most cost-efficient way to spruce up the home is to clean it thoroughly.

Declutter Just a Bit

Find a new place for -- or better yet, get rid of -- anything that does not belong in the room but is visible.



Ditch the Dust

Wipe all remaining hard surfaces (wood furniture, shelves, built-ins, etc.) using a petroleum distillate-free, beeswax-based wood cleaner.

Deep Clean In and Around Appliances

Wait until the fridge is nearly empty, then wipe it down, inside and out. Do the same for the stove and dishwasher. If possible, pull them out from the wall to get at the surrounding walls and the floor.



Make Shower Doors Sparkle

To get rid of water spots and soap scum, heat distilled white vinegar and wipe it on the doors, reapplying to keep them wet for 30 minutes. Then scrub with baking soda sprinkled on a nonscratch pad.



Better Homes and Gardens Cleaning Tips

Launder the Bedding

Wash the bed skirt, duvet cover, shams, and pillows (even down-filled). Give them an extra spin cycle to make drying faster.



Combat Mold & Mildew

Mold and mildew are especially problematic in bathrooms. Use liquid household bleach or cleaners with bleach to remove mildew stains from shower doors, shower curtains and grout between tiles.



Away With Clutter!

Clear off the kitchen and bathroom countertops, sorting and storing non-essentials in storage containers.

Don't let newspapers and mail pile up. Place a few baskets in strategic locations around the house so the clutter that is an inevitable part of daily life can be quickly scooped up into the baskets and hidden away.

YOUR HOME
IS **LIVING**
SPACE, NOT
STORAGE
SPACE
-FRANCINE JAY

Organizing
MOMS

CURB APPEAL MATTERS

Create a Lasting Impression!

TEAM KALRA



Dress up the front door

Your home's front entry is the focal point of its curb appeal. Make a statement by giving your front door a blast of color with paint or by installing a custom wood door



Replace old hardware

House numbers, the entry door lockset, a wall-mounted mailbox, and an overhead light fixture are all elements that can add style and interest to your home's exterior curb appeal.

Create perfect symmetry

Symmetry is not only pleasing to the eye, it's also the simplest to arrange. Symmetrical compositions of light fixtures and front-door accents create welcoming entryways and boost curb appeal.



Install outdoor lighting

Low-voltage [landscape lighting](#) makes a huge impact on your home's curb appeal while also providing safety and security.

Create an instant garden

Container [gardens](#) add a welcoming feel and colorful curb appeal to any home exterior -- quickly and affordably



<http://www.thehattonhometeam.com/2017/05/top-9-curb-appeal-plants-for-along-your.html>

CURB APPEAL MATTERS

Create a Lasting Impression!



TEAM KAIRA

Do a mailbox makeover

Mailboxes should complement the home and express the homeowner's personality. When choosing a hanging drop box, pick a box that **mirrors** your home's trimmings. Dress up mail boxes for curb appeal by painting the wooden post to match the house's exterior color, or by surrounding it by a beautiful flowering garden.



Install window boxes

Window boxes offer a fast, easy way to bring **color** and charm to your home's curb appeal.



Renew planter beds

Get **garden** beds into shape by pruning growth, pulling weeds, planting flowers, and adding new mulch to restore **color** that was taken away by sunlight and harsh weather.



Add arbors or fence panels

Arbors, **garden gates**, and short sections of **decorative fence** panels will enhance your garden and the value and curb appeal of your home.

Add outdoor art

Give your yard a little spunk and curb appeal by adding weather-resistant artwork. Choose pieces that complement your home's natural palette and exterior **elements**.



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Make a grand entry

Even with a small budget, there are ways to draw attention to your front door and improve curb appeal. **Molding** acts like an architectural eyeliner when applied to the sides and top of the doorway.

Add shutters or accent trim

Shutters and trim add a welcoming layer of beauty and curb appeal to your home's exterior.



Create a new planting bed

Add contrast and color to your home exterior with a new planting bed. Prime spots for curb appeal are at the front corners of the yard, along driveways or walkways, and immediately in front of the house.



Replace Gutters and Downspouts

If your home has an older gutter system, odds are it's also suffering from peeling paint, rust spots, or other problems that can convey a sense of neglect.



Renew paint, siding, and trim

An exterior facelift (new paint, siding, or trim details) automatically transforms the look of a home. Periodic maintenance of that exterior surface is the surest way to keep your house and its curb appeal looking its best.

CURB APPEAL MATTERS

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Tile your doorstep

Create a permanent welcome mat by tiling or painting a design that contrasts with the [porch](#) floor or front stoop.



Dress up the driveway

If your driveway is cracked or stained or has vegetation sprouting from it, you can upgrade it for curb appeal without doing a complete redo. ([Two driveway redos](#))



Build a walkway

Well-designed [walkways](#) make your home feel warm and inviting. For a dramatic improvement to a straight concrete path, replace it with a contoured one made of stone or brick.



Upgrade railings

Porch and stoop railings can deteriorate quickly if not treated properly. If your railings are past their prime, look for quality wood or metal components to replace the existing material and improve curb appeal. [Boost your home's curb appeal with our easy ideas!](#)



Pet Odor Can Chase Away Buyers

Don't let pet odors derail your home sale



- **Air your house out.** While you're cleaning, throw open all the windows in your home to allow fresh air to circulate and sweep out unpleasant scents.
- **Scrub thoroughly.** Scrub bare floors and walls soiled by pets with vinegar, wood floor cleaner, or an odor-neutralizing product.
- **Wash your drapes and upholstery.** Pet odors seep into fabrics. Launder, steam clean, or dry clean all your fabric window coverings. Steam clean upholstered furniture.
- **Clean your carpets.** [Shampoo your carpets and rugs](#), or have professionals do the job.
- **Paint, replace, or seal walls.** When heavy-duty cleaners haven't eradicated smells in drywall, plaster, or woodwork, add a fresh coat of paint or stain, or replace the drywall or wood altogether.
- **Place potpourri or scented candles in strategic locations.** Put a bowl on your deep clean with potpourri and scented candles.
- **Control ongoing urine smells.** If your dog uses indoor pee pads, put down a new pad each time the dog goes.
- **Relocate pets.** If your dog or cat has a best friend it can stay with while you're selling your home consider sending your pet on a temporary vacation. If pets stay, remove them from the house for showings. Put away their dishes, towels, and toys.

9 Essential Oils for Pet Odor

1. Lavender
2. Lemon
3. Orange
4. Lemongrass
5. Rosemary
6. Tea tree
7. Eucalyptus
8. Cedarwood
9. Peppermint



Find 5 pet odor-fighting recipes at www.themiracleofessentialoils.com

Residential Sellers' Checklist

Compliments of Harsch Associates Real Estate Services

311 Main St., Williamstown, MA 01267

[Tel:413-458-5000](tel:413-458-5000) info@harschrealeste.com

Please print and utilize the following as your personal check list of important items to attend to prior to closing and at the closing. There may be other matters which you need to attend to prior to closing so be sure to add them to the bottom of this list. Retain this list with your permanent papers and records for the sale and provide a completed copy to your broker.

My attorney is: _____

My broker is Harsch Associates and my listing associate is: _____

Our buyers' names are: _____

The home we are selling is at: _____

The date and time of the sale is scheduled for: _____

The place of closing is: _____

1. Notify all utility companies of your moving date at least two weeks prior to closing in order to obtain final readings, (not to shut off service for electric, gas)

Date Contacted	Name of Utility Company	Telephone Number
	Gas Supplier:	
	Electric Supplier:	
	Telephone Co.:	
	Oil Company:	
	Cable Supplier:	
	Trash Removal:	
	Lawn/Snow Removal:	
	Other	

If your home is heated by oil or propane, have the oil/propane company provide you with proof of gallons in the tank unless it is mutually agreed to between you and the buyers. Check with your broker to determine the correct process.

_____ Date Checked with Broker

Prepare and deliver to your broker a list of all service persons, companies who you have utilized including names and contact information such as: plumbers, electricians, lawn care, pest control, painters, contractors, trash service, etc.

_____ Date completed and delivered to broker

2. Be sure to contact the Post office and obtain change of address cards and kits to mail to friends, relatives, businesses, magazine subscriptions, etc.:

_____ Date Contacted.



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3. a) Be sure you or your broker contacts the Fire Department in order to have your home inspected for smoke and carbon monoxide detectors. Obtain a Certificate of Compliance and then deliver it to your broker for retention for the closing.

_____ Date Contacted _____ Date Certificate Obtained

- b) If your home is serviced by a septic system, you will need to have completed the Title V inspection and produce the certificate of compliance at the closing. Good idea to provide originals to your broker for safekeeping until the closing.

_____ Date contacted _____ Date Certificate Obtained

4. Assemble all guaranties or warranties relating to systems, appliances and improvements which will help the new owners in understanding their new home.

5. Water and Sewer Charges if on municipal services

_____ Date contacted

Typically your attorney's office will contact the Water and Sewer Department to obtain final readings at least 3 days prior to closing.

6. Notify your insurance agent to cancel your homeowner's insurance effective at least one day after the closing.

_____ Date contacted. Telephone Number: _____

7. Notify your insurance agent of your change of address for an endorsement on your automobile insurance.

_____ Date contacted. Telephone Number: _____

8. Obtain change of address stickers for your driver's license from the Registry of Motor Vehicles.

_____ Date Obtained

9. Check to make sure the proposed new deed has been prepared by your attorney.

_____ Date Checked

10. Check with your broker and your attorney on the closing date, time and place.

_____ Date Checked with attorney _____ Date Checked with Broker

11. If you do not intend to attend the closing, contact your attorney as soon as possible to have a power of attorney and a deed executed by you.

_____ Date contacted for a Power of Attorney.

Please provide your attorney with written instructions on disposition of funds:

_____ Date written instructions provided

12. Bring the following to your closing:

_____ Driver's License and a second form of personal identification



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_____ Smoke and Carbon Monoxide Detector Certificate (Check with broker)

_____ All keys and garage door openers

_____ Several blank checks (for any last minute adjustments needing to be accounted for at the closing).

13. In the event you are not attending the closing, be sure to deliver the above items to the broker or to your attorney.
14. In many cases, funds from your closing will not be available until the next business day after the closing because of the time or place of the closing, registry of deeds backlogs as well as several other possible reasons. Be sure to take this factor into account regarding your need for funds for a purchase or for some other financial reason. Please contact your attorney for assistance in this regard.
15. Be sure to plan ahead and make sure your moving arrangements have been made to completely vacate your home at the time of closing. Your agreement will generally require that you must deliver the premises free and clear of all occupants and tenants. In many instances buyers require the premises to be delivered in a "broom clean condition". Be sure to remove all of your personal possessions as well as all rubbish and debris from the premises. If this is not possible, please contact your attorney right away.

_____ Date Contacted Moving Company. Tel. Number: _____

Other matters which we need to attend to prior to closing: _____

ADDITIONAL CHECKLIST ITEMS FOR SALE OF CONDOMINIUM

1. A seller must present a Certificate of Unpaid Common Charges (commonly known as a 6(d) certificate) from the condominium association or the management company. The certificate should state that the common expenses for the month of the sale have been paid and that there are no outstanding expenses. You or your broker should arrange for the certificate.

_____ Date contacted Association or Management Co

2. A seller is generally required to provide the buyer with a certificate of insurance from the condominium association or the management company naming the new owner and the new owner's lender as having insurable interests. You or your attorney should arrange for this certificate.

_____ Date contacted Association or Management Co

3. Determine if there are any pending or possible special assessments from the condominium association or the management company.

_____ Date contacted Association or Management Co

Additional Notes: _____



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