



Sell your home faster, easier, and for more money!

# THE SELLER'S PLAYBOOK

Azrow Moore

Arrow Mac Real Estate Team





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## Updating Your Home. What is Worth It? What Isn't?

Are you considering putting your home on the market but uncertain about the preparations required? This guide offers a collection of affordable and simple strategies designed to enhance your home's value and facilitate a faster sale.

### High Return Projects - Low Expense

#### YES, TOTALLY WORTH IT

- Clean
- Paint
- Update lighting fixtures
- Maintain the HVAC system
- Pest control
- Septic system inspection and pumping
- Smoke and carbon monoxide detectors
- Update hardware
- RegROUT tiles & refresh caulk
- Trim trees and bushes
- Re-stain or seal wooden decks
- Add a fresh layer of mulch
- Maximize storage and declutter
- Power wash exterior: patio, porch, driveway, home exterior
- Clean carpet
- Repair fencing
- Clean out gutters and downspouts
- Repair any plumbing issues
- Declutter & remove personal items
- Update doorknobs, and cabinet handles
- Upgrade overhead lighting & old fixtures
- Add potted plants in the front walk and back yard
- Replace or fix doorbell
- Clean up landscaping - green grass/ healthy grass
- Declutter garage
- Repair the roof (not replace)

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### High Return - Moderate Expense

#### **HMMM... MAYBE WORTH IT**

- Upgrade kitchen appliances
- Landscape the yard
- Replace carpet
- Update or add laundry room amenities
- Upgrade the front door
- Paint old cabinets
- Replace bathroom vanity

### High Return - Expensive

#### **PROBABLY NOT WORTH IT UNLESS YOU ENJOY IT YOURSELVES**

- Remodel bathrooms
- Replace windows or doors
- Remodel the kitchen
- Update or add outdoor living spaces

### Moderate Return. Moderate Expense

#### **MIGHT BE WORTH IT BASED UPON THE MARKET. ASK YOUR AGENT**

- Refinish hardwood
- Replace the roof (Not repair. See above)
- Replace the countertops
- Crown molding
- New fencing (Not repair. See above)
- Update the electrical panel

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### Low Return - Low Expense

**THIS IS REGULAR UPKEEP. WON'T GET YOU MORE ROI, BUT WILL HELP SELL QUICKER**

- Mold inspection and remediation
- Install or upgrade ceiling fans
- Weatherstripping
- Chimney sweep and inspection
- Fertilize the lawn
- Replace sump pumps

### Low Return - Moderate Expense

**DON'T DO UNLESS IT IS BROKEN. YOU WON'T GET A RETURN ON THIS**

- Replace the water heater
- Replace or repair siding
- Security system
- Radon testing and mitigation
- Window treatments
- Attic insulation
- Water-saving fixtures -
- Foundation inspection and repair
- Clean or replace the fireplace
- Generator installation
- Install back up sump pump
- Replace or update garage doors

### Low Return - Expensive

**DON'T DO UNLESS IT IS BROKEN. YOU WON'T GET A RETURN ON THIS**

HVAC replacement

Add or upgrade a deck or patio

Repave the driveway

Finish an attic

Solar panels

Update or add irrigation system

Upgrade to energy-efficient appliances

Soundproofing

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## **Get Ready For Showings!!**

**Before showcasing your home, it's crucial to ensure it's in top-notch condition. The following suggestions can significantly impact your home's selling price, potentially making a difference of thousands of dollars.**

### **The Yard**

- Make sure your lawn is manicured.
- Keep the lawn mowed.
- Trim shrubbery, bushes & trees removing all dead limbs & debris.
- Add fertilizer or greening agent to lawn & plants.
- Use an edger along the sidewalks and driveways
- Remove all weeds from flowerbeds, rocks & cracks in concrete. (Weed Be Gone).
- Install and Inspect decorative metal, and stone borders between lawn & planting beds.
- Clean up rock and mulch beds making sure the ground is covered, add more if needed.

### **Decks, Patios, Driveways, Porches, & Fences**

- Power Wash driveways & sidewalks.
- Repair holes & cracks.
- Remove stains.
- Replace or repair broken areas.
- Paint and/or stain fences & decks.
- Arrange outdoor furniture & firewood neatly.
- Put away all lawn equipment, bikes, & toys.

### **House**

- Inspect all gutters, downspouts, siding, windows sashes, trim & shutters.
- Clean (& Paint if necessary).
- Repair or replace as needed.
- Replace any broken windows, doors & screens.
- Inspect the roof for missing or damaged shingles & flashing. Make any necessary repairs.
- Clean & touch up paint on the little things: House numbers, mailboxes, doorbells, etc...

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### Front Porch

- This should be very welcoming.
- Paint door & trim.
- Sweep and clean porch area.
- Put out a new doormat.
- Install potted or hanging plants if possible.
- Install high wattage bulbs to make porch area brighter.
- Clean glass on porch lights and remove bug remains.

### Interior: Clean the entire home!

- Windows & screens.
- Curtains, drapes & blinds.
- Carpets. If pet stains exist replace carpet & pad.
- Clean & wax wood floors.
- Vinyl & ceramic floors.
- Clean, paint or replace all vent covers.
- Clean, polish, paint/stain wood trim in home.
- Clean all lamp shades & covers.
- Be sure to remove pet & smoke odor when cleaning. Smell is a huge part of what buyers remember about your home.
- Freshly paint home using white, off white or beige paint. This will match the buyers furnishings.
- Repair damages to walls & ceilings. Includes: holes, cracks, & water stains.

### Kitchen & Baths

- Thoroughly clean all countertops, appliances, mirrors, ovens, sinks, toilets, tub, & shower walls.
- Put away the small appliances to open counter space. (blender, canisters, coffee maker, etc.)
- Clear off vanity countertops & store all personal care items neatly.
- Clean ventilating hood & exhaust fans.
- Remove rust stains from sinks and bathtubs.
- New knobs on drawers & cabinets make a difference.
- Clean & organize drawers, cabinets, & linen closets.
- Clean all tile grout & caulk. (Clorox Bleach Pen & Mr. Clean Magic Eraser).
- Re-caulk areas that cannot be cleaned.

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### **Make House Light & Bright!**

- Replace bulbs with high-wattage bulbs.
- The Brighter the better!

### **Closets - Make Them Appear Larger!**

- Remove 'out of season' clothing from closets.
- Leave only a few items on the floor of closets.
- Add extra, empty hangers.
- Organize your shoes on racks.
- Neatly arrange items on shelving.
- Leave extra space on the shelves and floor.

### **Pay Close Attention to the Little Things**

- Tighten loose doorknobs.
- Fix any leaky faucets.
- Tighten loose towel racks.
- Oil any squeaky doors or drawers.
- Arrange furniture to give an open feel. Remove any unnecessary or oversized furniture.
- Make sure all switches & outlets are clean & working properly.
- Place fresh flower arrangements throughout the home.
- Make sure windows open & close without squeaking.
- Hide Prescription medication. Theft of these items is rising.

### **Garage, Attic, & Storage Areas**

- Dispose of everything you are not going to move.
- Arrange items neatly & clutter-free.
- Consider painting walls & ceilings white.
- Remove stains & dirt from the floor.
- Organize garden tools & equipment.
- Remove or clean muddy work boots.
- Wipe off dirt and spider webs from the water heater, furnace, washer & dryer.

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### Heating & Cooling

- Clean fireplaces and remove smoke stains.
- Clean your furnace/air conditioner and replace the filter if needed.
- Clean water heater.

### Hot Colors for Paint

- Benjamin Moore: Atrium White
- Benjamin Moore: Navajo White
- Sherwin-Williams: Snowbound
- Sherwin-Williams: Neutral Ground
- **Trim:** Benjamin Moore: Simply White

**Set an appointment with Azrow [HERE](#) to talk about this in-depth. No Obligation!**

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