

TEAM TIRY TIDBITS

Baby, It's **SOLD** Outside

In many states, winter brings inclement weather and overall dreariness to the landscape. Winter is also considered the “slow” season for the real estate industry, as people may not be moving and selling quite as often as during the spring and summer months.

However, buyers during the off-season are often serious and want to move in as quickly as possible, so it can still be a good time to sell. Here are five tips for getting your home in shape and making it as appealing as possible during the winter months:

Light it up. If it's gray and dreary outside, make your home as bright as you can by opening blinds, shutters and drapes to let in as much natural light as possible. Turn on every light in the house as well, including closet lights and desktop lamps.

Stay warm. Keep your home at a comfortable temperature, and try to warm it up before buyers walk through, so the HVAC doesn't kick on and create excess noise. If you have a fireplace, light it—just be sure to place a screen in front of it and tend to it regularly.

Be prepared. If you know you'll be listing your home during winter, take photos of your home beforehand, so buyers know what the light and landscaping look like in summertime.

Create ambiance. A warm and cozy atmosphere is more than just temperature. Make buyers feel welcome by playing soft music. Offer cups of hot apple cider or cocoa as refreshments. Give the impression that every room is move-in ready by staging them with a specific mood in mind, set the dining room table for a romantic dinner or set up a spa-like experience in the master bathroom.

Keep a clear path. Shovel snow off of the walkway and sidewalk—even while snow is falling—to make sure there's always a clear path to your home for potential buyers. Also, consider shoveling a path from the street to the sidewalk to ensure they don't have to dig their way through snowdrifts. Scrape and salt the paths for maximum safety.



Creating Efficient STORAGE SPACE

DECLUTTERING - Before you start thinking about reorganizing your storage space, first consider whether you absolutely need to keep everything. Decluttering may be the easiest way to open up new areas for more important items. Tackle each of your current storage spaces individually so you're not overwhelmed.

NO STRAY ITEMS - To maximize the space you have, use boxes or containers to efficiently make use of the area. Uniform shapes and sizes will help you determine how these containers stack think of your storage space like a game of Tetris.

CHOOSE THE RIGHT PRODUCTS - Make sure to think ahead before purchasing any storage containers, racks or shelves for your closets or crawl

spaces. Measure your closet and keep these figures with you as you're shopping online or in stores.

One of the biggest complaints from homeowners is they don't have enough storage space. While adding extra physical rooms may not be an option for most, there are ways to creatively utilize your space.

STORAGE ZONES - Use the space you have in smart ways by keeping all items you use regularly between your knees and shoulders. Use hard-to-reach areas for items that are for long-term storage. Think vertically instead of horizontally to make your storage spaces more efficient.

Upgrade Your Attic Insulation



1 Determine how much you need

The first step when upgrading attic insulation is to figure out how much new material is needed. Many believe their home has enough as is, but insulation tends to compress over time and become less effective. Get accurate measurements of your space so you're not buying too much or too little. If your attic is finished, consider adding an extra layer on top of what's currently against the roof. For unfinished attics, add layers to what's currently on the floor.

2 Understand R-values

When researching attic insulation, you will come across the term "R-value," which is the ability of a material to resist heat flow. The higher the R value of a specific insulation, the more effective it will be for trapping heat. The Department of Energy recommends different R-value insulations depending on the area or climate where you live. To determine the type of insulation you'll need for your attic visit:

[energy.gov/energysaver/
weatherize/insulation](https://www.energy.gov/energysaver/weatherize/insulation)

3 Big savings Possible

Utility bills can be a drag on your personal finances, but attic improvements can generate savings for homeowners. The Environmental Protection Agency estimates you can save up to 15% on utility costs by adding new insulation and sealing air leaks in your attic. Also, most homes built before 1960 do not have proper insulation based on modern standards, so your older home may be losing a lot of energy. Modernizing your attic can result in a significant return on your investment.

The attic may be the last place homeowners think about when considering improvement projects. However, there can be some big benefits from upgrading the insulation in your attic. Most people aren't attic experts, so here's some information on insulation upgrades for your home.

Cooler weather will be arriving before you know it. Preparing your property for the cold and snow may seem daunting, but being proactive can make it easier. A well-thought-out plan in the fall for home winterization can save time and alleviate stress as temperatures drop. Companies that provide winterization services will be more readily available in early fall. Use this checklist to track your progress as you prepare for the upcoming winter season.

Supply Check

- Make sure you have a snow shovel and salt prior to the season beginning.
- Store extra canned food and water in case of emergency.

Door and Windows

- Check for gaps in all doors and windows where warm air can potentially escape.
- Weatherproof with caulking or weatherstripping for all drafty areas.
- If not already installed, consider double-paned windows to increase energy efficiency.

winter HOME PREP

Gutter Care

- Clean gutters mid-fall, and double-check your work before winter to avoid clogs or backups.
- Consider installing leaf guards to prevent debris from accumulating in your freshly cleared gutters.

Heating System

- Replace the filter in your furnace.
- Hire a heating/furnace expert to check your furnace's efficiency.
- Test your heating system before you actually need to use it.

Chimney, Roofing and Decks

- Make sure to clean all chimneys and wood stoves prior to use.
- Hire a professional to check for any damaged shingles or gutters.
- Add a coat of sealer to your deck to prevent snow from damaging the structure.

