

Creating Curb Appeal

2-hour CE course #44275 with Provider Abby Vasek Interiors # 10076

**Buyers judge a home based on first impressions.
This happens in under FOUR minutes.** -Real Estate Staging Assoc.

HOME IMPROVEMENT

1. What is the MAKE-READY strategy?

1. Remove all _____
2. Enhance the _____

2. What is the CRITERIA FOR AN OBJECTION?

- 1.
- 2.
- 3.
- 4.

✓ Use the Curb Appeal
EVALUATION SHEET.

3. What are the 4 ways to handle OBJECTIONS?

- 1.
- 2.
- 3.
- 4.

4. Curb appeal focuses on _____ and _____.

5. COMMON WEAR & TEAR

- Fascia & gutters
- Louver vents (gable vents)
- Windowsills & casings
- Shutters
- Corner bords & quoining
- Wooden fences & decks

6. Sheen = shine & durability. What finishes go where?

Siding = _____, Trim = _____, Doors = _____

7. How many colors do I often need on the exterior?

1. SIDING =
2. TRIM + back & side doors, (+ shutters) =
3. FRONT DOOR (+ shutters, + sawn timber) =

8. What's left to do? The _____. Match the finish to one of the three colors in your exterior color palette.

9. Gutters left unclean can lead to roof & ceiling damage. If you see _____ on the interior ceiling, double check the gutters.

10. The soffit usually matches the _____.

11. Windows are defined by the number of divided lites. A 1/1 usually goes on the _____.

12. Enhance with railings, posts, and beams. Create staged focal points and control what is in sight using _____.

13. Do not use an opaque stain unless you want the wood to look painted. If you want to keep the woodgrain visible use a _____.

Your Finishes need to be competitive with your price point.

LANDSCAPING

14. What 3 ELEMENTS do I need for my garden beds?

- 1.
- 2.
- 3.

14. Edging enhances your garden; it defines it and feels _____.
Remember, we enhance our features & focal points.

15. Which plants & grasses do you want to keep in mind?

8. Pathways typically need 3 elements: _____

9. Exterior lighting includes: _____

FRONT PORCH

11. Front doors are usually made from: _____

12. Keep it bold & simple around the front door with the focus on the _____.

13. Create intentional, fresh curb appeal by coordinating the _____ with the potted flowering plants and seasonal elements.

14. If in doubt, use the color _____ or keep it monochromatic; *match the trim or siding.*

15. The FRONT PROCH RECIPE:

- 1.
- 2.
- 3.
- 4.
- 5.

GREAT JOB TODAY!

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