

Appeal to the Senses

Set the stage for open house SUCCESS

JILL SCHUETT
FOR THE REPORTER-HERALD

Proper preparation in getting a house ready for sale helps a potential buyer focus on all the positive features of a home and start visualizing themselves living there. It also shows a buyer that things have been well cared for, and they won't likely find any surprises. That's why de-cluttering, tackling repairs, cleaning and organizing is so important. A home stager can help with this while applying interior design principles to brighten and enhance spaces with proper furniture arrangements, décor, color and more.

The icing on the cake: An open house that "wows" — an opportunity to further help a buyer see and feel the potential of a house. Because buyers will make a decision about a house within 15 seconds upon entering, that positive first impression is key.

So make the most of showings and open houses by enticing potential buyers with an emotional appeal to their senses with sights and smells that will cause them to linger, ponder the possibilities, fall in love with a home

and put in an offer.

THE BASICS

- Open curtains and blinds, turn on all the lights.
- Turn on ceiling fans in summer and the fireplace in colder months.
- Play soft classical music.
- Place fresh flowers in a vase.
- Place hard candies in a nice dish.
- Put out fresh baked cookies with a pitcher of water and glasses on dining table.
- Avoid cooking fried or greasy food the day before or day of the open house.
- Re-check every room for cleanliness and orderliness.
- Be sure to remove pets from the home for showings and open houses, and hide away pet bowls, food bags and toys.

SEIZE THE SEASON

Choose a few of these simple solutions to bring color and life to any house on the market:

- Plant a chrysanthemum surrounded with various colorful gourds in a pot. Place one by the front door and another one or two on the back porch or deck.
- Add a colorful fall wreath to the door.
- Make apple cider or mulled cider. The house will smell divine.
- Put out spicy fall potpourri in a bowl on a coffee or entry table.
- Light a pretty fall candle and



ThinkStock photo

place in the master bedroom.

- Place cinnamon scented pinecones in a basket by a fireplace.
- A dramatic fall centerpiece really shows off a dining room or kitchen eating area.
- Create a cozy vignette by setting a tray on an ottoman with a ceramic teapot and cup next to a comfy chair by a lit fireplace.
- For the kitchen: Place a nice cookbook on a stand by the stove and open it up to a photo and recipe of a hearty soup. Add a bowl of fresh apples and pears to the counter.

Proper preparation for open houses and showings is crucial. Why not have fun with it? Utilize the best of the fall season to create cozy, welcoming and memorable impressions as finishing touches. Like the leaves floating down, so will the offers come.

Jill is a Home Staging Expert (HSE) certified stager and redesign specialist serving the Northern Colorado area. For questions or more information, e-mail Jill Schuett of Applause Home Staging, LLC at jill.applause@comcast.net, or go to www.applausehomestaging.com

Tips for early fall gardening

MITZI DAVIS
CSU EXTENSION

Late summer and early fall are the best times to use herbicide for perennial weed control. Cooler night temperatures signal weeds to send most of the carbohydrates they produce into their root system. Sprayed herbicides will also be translocated into the root system where they kill the plant. Hoeing and pulling weeds works best in the summer after flowering when reserves are low.

- You can still plant pansies, chrysanthemums, ornamental kale and cabbage for fall color.
- Pick winter squash, gourds and pumpkins after the vines have been killed by a light frost but before a heavy freeze. Leave a two-to-three-inch stem on these veggies to protect from disease invasion. These vegetables only store well if the skins are hard; store at a temperature of 50 to 60 degrees with low humidity.

Keep some old blankets, towels, cardboard boxes and spun garden fabric, like remay cloth handy for the first signs of frost. All of these work better than plastic. Cover flowers and vegetables that you want to keep growing — just don't forget to take the covering off during the day when the sun comes out and temperatures rise.

Leave ornamental grasses in place; they can be cut back in early spring. They'll add interest to the winter garden.

Mitzi Davis has received training through Colorado State University Extension's Master Gardener program and is a Master Gardener volunteer for Larimer County. For more information about CSU Extension, Larimer County, call 970-498-6000 or visit www.larimer.org/ext.

REPORTER-HERALD OPEN HOUSE DIRECTORY

SATURDAY

PRICE	LOCATION	ADDRESS	HRS	OFFICE	PHONE
140'S-250'S	SE LOVELAND	BOISE VILLAGE NO., ¼ MI SO. OF HWY 34 ON N. BOISE AVE., 1899 E. 11TH	10-6	MIDTOWN HOMES	970-456-4600
\$149,900*	NW LOVELAND	43RD & WILSON AVE. THE COTTAGES AT ENCHANTMENT RIDGE	12-5	THE COTTAGE REALTY	970-532-5900
\$151,000	SE LOVELAND	255 CARINA CIRCLE #104	1-4	THE GROUP, INC.	970-481-9801
\$169,900	JOHNSTOWN/MILLIKEN	810 VILLAGE DR	1-4	THE GROUP, INC.	970-310-8804
\$169,900*	NW LOVELAND	4403 ELLIOT PLACE	12-5	THE COTTAGE REALTY	970-532-5900
\$185,000	JOHNSTOWN/MILLIKEN	1733 SUNTIDE DR	1-3	RE/MAX ALLIANCE	970-218-8888
\$190,565*	NW LOVELAND	3399 FOSTER PLACE	12-5	THE COTTAGE REALTY	970-532-5900
\$192,900	SW LOVELAND	2445 COURTNEY DR	1-3	RE/MAX ALLIANCE	970-689-4824
\$227,900	NW LOVELAND	4496 HAYLER AVE	12-5	THE COTTAGE REALTY	970-532-5900
STARTING AT THE \$250'S	NE LOVELAND	1563 LA JARA ST/LAKES POINT	1-4	BURNS CONSTRUCTION	970-669-8386
\$279,685	NW LOVELAND	4475 HAYLER AVE	12-5	THE COTTAGE REALTY	970-532-5900
\$280,000	SE LOVELAND	1294 INCA DOVE CIR	2-5	MIRASOL MARKETING GROUP	970-635-5931
\$289,500	NW LOVELAND	2580 LOCHBUJIE CIRCLE	1-3	THE GROUP, INC.	970-227-0964
\$297,462	FORT COLLINS	817 BROOKEDGE DR	12-5	THE GROUP, INC.	970-222-8549
\$310,000	NW LOVELAND	2536 GLENDALE DR	1-3	NOCO REAL ESTATE BROKERS	970-213-0077
\$324,990	FORT COLLINS	939 SNOWY PLAIN ROAD	12-5	THE GROUP, INC.	970-443-9910
\$329,000	SE LOVELAND	4635 TARRAGON DR	1-4	THE GROUP, INC.	970-217-3464
\$385,400	SW LOVELAND	1/4 MILE WEST OF WILSON ON 14TH ST. SW/HWY 402 TO THE DAKOTA GLEN SUBDIVISION	12-4	GLEN MARKETING TEAM, ERA	970-663-4522
\$399,750	SW LOVELAND	975 PRISM CACTUS CIR	12-4	GLEN MARKETING TEAM, ERA	970-663-4522
\$895,000	SW LOVELAND	288 RESERVOIR DR	2-5	PREMIER LIFESTYLE REALTY	970-481-5512

SUNDAY

PRICE	LOCATION	ADDRESS	HRS	OFFICE	PHONE
140'S-250'S	SE LOVELAND	BOISE VILLAGE NO., ¼ MI SO. OF HWY 34 ON N. BOISE AVE., 1899 E. 11TH	10-6	MIDTOWN HOMES	970-456-4600
\$149,900*	NW LOVELAND	43RD & WILSON AVE. THE COTTAGES AT ENCHANTMENT RIDGE	12-5	THE COTTAGE REALTY	970-532-5900
\$151,000	SE LOVELAND	255 CARINA CIRCLE #104	1-4	THE GROUP, INC.	970-481-9801
\$169,900	JOHNSTOWN/MILLIKEN	810 VILLAGE DR	1-4	THE GROUP, INC.	970-310-8804
\$169,900*	NW LOVELAND	4403 ELLIOT PLACE	12-5	THE COTTAGE REALTY	970-532-5900
\$190,565*	NW LOVELAND	3399 FOSTER PLACE	12-5	THE COTTAGE REALTY	970-532-5900
\$219,900	SW LOVELAND	496 MESA DRIVE	12-2	RE/MAX ALLIANCE	720-939-8900
\$227,900	NW LOVELAND	4496 HAYLER AVE	12-5	THE COTTAGE REALTY	970-532-5900
STARTING AT THE \$250'S	NE LOVELAND	1563 LA JARA ST/LAKES POINT	1-4	BURNS CONSTRUCTION	970-669-8386
\$279,685	NW LOVELAND	4475 HAYLER AVE	12-5	THE COTTAGE REALTY	970-532-5900
\$297,462	FORT COLLINS	817 BROOKEDGE DR	12-5	THE GROUP, INC.	970-222-8549
\$298,664	NW LOVELAND	4355 RIDGWAY DRIVE	2-5	THE COTTAGE REALTY	970-532-5900
\$329,000	SE LOVELAND	4635 TARRAGON DR	1-4	THE GROUP, INC.	970-217-3464
\$324,990	FORT COLLINS	939 SNOWY PLAIN ROAD	12-5	THE GROUP, INC.	970-443-9910
\$385,400	SW LOVELAND	1/4 MILE WEST OF WILSON ON 14TH ST. SW/HWY 402 TO THE DAKOTA GLEN SUBDIVISION	12-4	GLEN MARKETING TEAM, ERA	970-663-4522
\$399,750	SW LOVELAND	975 PRISM CACTUS CIR	12-4	GLEN MARKETING TEAM, ERA	970-663-4522
\$895,000	SW LOVELAND	288 RESERVOIR DR	1-4	PREMIER LIFESTYLE REALTY	970-481-5512

To add a listing or speak to an advertising representative, call the Reporter-Herald at 669-5050

For details about these open houses, see the ads in this section. For additional open house listings, please check the "Real Estate Classifieds" section of this publication. This guide is brought to you by the Daily Reporter-Herald, local real estate agents and area builders.