

# Getting Your Home Ready

Living in a home for sale is almost like living in a museum. You don't really live like that, but buyers will see clutter when you leave too much "living" stuff out. Nobody really lives the way you will need to stage your home. Expect to put away normal living items for the sake of a good showing.

## THROUGHOUT THE HOUSE

- Install higher wattage light bulbs to show your home brightly.
- Remove clutter from each room to visually enlarge them.
- If you have a fireplace, highlight it in your decorating.
- Replace the carpet if it does not clean up well.
- Put the family photos in storage. (Why not start packing now?)
- Improve traffic flow through every room by removing unnecessary furniture.
- Create the feeling of a spacious entry area by using decorative accents and removing unnecessary furniture.
- Putty over and paint any nail holes or other mishaps in the walls.
- Paint all interior walls a neutral color to brighten the home and make it look bigger.
- Repair or replace any loose or damaged wallpaper.
- Clean all light bulbs and light fixtures to brighten the home. (Consider replacing fixtures if they are outdated.)
- Wash all windows inside and out.
- Use plants in transitional areas of your home.
- Remove and / or hide excess extension cords and exposed wires.
- Remove all smoke and pet odors.
- Repair or replace loose banisters and handrails.

## IN THE KITCHEN

- Expand your counter space by removing small appliances.
- Clean, clean, clean! This includes the oven, inside the shelves, under the sink. Yes, everything!
- We all like shiny baubles! If you have stainless steel, granite, or any other types of metals, make or buy whatever concoction you can to make them SHINE.

## IN THE BEDROOMS

- Create a master suite effect in your decorating.
- Depersonalize the bedrooms and decorate in a neutral scheme.
- Organize your closets, remove unnecessary items, and put them in storage. (Why not start packing now?)

## IN THE BATHROOMS

- Re-caulk the tub if the caulk is not sparkling white.
- Repair or replace broken tiles in the shower / tub.
- Replace shower curtains and keep them clean.

## OUTSIDE

- Keep the yard mowed and raked at all times.
- Using flowering plants to dress up the yard, walkway, and patio.
- Remove all toys, bicycles, tools, unsightly patio furniture, and trash from the yard.
- Porches, steps, verandas, balconies, patios, and other extensions of the house should be kept uncluttered, swept, and in good condition.
- Paint all entrance doors.
- Make sure the garage door opens easily. Fix and paint the garage door if necessary.
- Clean and shine all hardware and accessories indoors and out (door knobs, knockers, lamps, mailbox, address numbers, etc.)
- Trees and shrubs should be trimmed and pruned.
- Use a new doormat.
- Be sure the front doorbell is in good working order.
- Be sure the front door and screen door works perfectly.
- Consider power washing the exterior and entrance
- Improve landscaping by weeding, adding mulch, and adding flowering plants.
- Add furniture to a large front porch.
- Have windows professionally cleaned.

***AND FINALLY, WHY NOT START PACKING NOW?***

# Get Ready to Show

Below are things you can do before each showing. It is BEST not to be around when your home is being shown. **IMPORTANT:** Make sure the agent showing the property uses the lock box to enter your home even if you are still home when they arrive. The electronic lockboxes used provide security as well as capture of the showing agent's information.

## THROUGHOUT THE HOUSE

- Open the draperies, pull up the shades, and let in the sunlight.
- Create a positive mood by turning on all lights day or night.
- Go through and dust and vacuum.
- Have a family game plan to get the home in order quickly if necessary.
- Air out your home for 30 minutes before showings, if possible.

## IN THE KITCHEN

- Highlight an eating area in your kitchen with a table set.
- The kitchen and bathrooms should be clean.

## IN THE BEDROOMS

- Make the beds and make sure linens are clean.

## IN THE BATHROOMS

- Do not leave towels around and wipe down the sinks and shower areas.
- Put out fresh towels and decorative soaps.
- Close toilet seats.
- Remove wet floor rugs.