



Getting Your Home

READY FOR
SALE



THE BASICS

CLEANING & DECLUTTERING



clean ...

- Appliances, inside and out
- All curtains, drapes, blinds, and shutters
- The entryway as this is the buyers first impression of your home
- The inside of all kitchen and bathroom cabinets and neatly organize
- Windows inside and out, this can make a HUGE difference
- Baseboards and keep dusted

keep ...

- Clothing hung neatly and shoes organized
- Stairways and corridors clear
- Bookshelves, entertainment and media units organized neatly
- Home free of odors such as food and pet smells

and finally ...

- Remove screens from outside of home
- Ensure that all doors, cabinets and drawers open completely without blockage
- All doors should be squeak-free
- Make bathrooms sparkle(sinks, toilets, and tubs)
- Hire a professional cleaning service every few weeks while the house is on the market, if possible
- Put out fresh flowers
- Remove clutter to include renting an offsite storage space
- Exterminate any insect problems

THE BASICS

STAGING SUGGESTIONS

remove . . .

Most personal possessions, like photos, trophies, and mementos

All personal collections and collectibles

All unnecessary articles in basement or attic

Magnets and notes from refrigerator



“ *Staged homes are not the way we ‘live’ but can make the difference between your house and others on the market.*

Your home will never look as good as when you go to sell it!

- ✦ Clean fireplace and prepare with logs for display
- ✦ Clean out entry closet and put only a few hangers so that the buyer can visualize winter coats (all one type of hangers is a good look)
- ✦ Hang extra clean towels in the bathroom for your guests (white always works when in doubt)
- ✦ Make beds
- ✦ If needed, put large furniture in storage
- ✦ Lock pets away from home during showings
- ✦ Open drapes to allow light in
- ✦ Place fresh flowers, potpourri and other decorations around house (even in bathrooms)
- ✦ Set the dining room table for a dinner party
- ✦ Stage garage – clean up oily floors, straighten tools, and other equipment
- ✦ Tag or remove items not included in sale (i.e., water conditioner, chandeliers, plants, drapes)

THE BASICS

SUCCESSFUL PHOTOS



exterior

- Close the windows, gates, and garage doors
- Park on the street or in an enclosed garage
- Rake leaves and sticks from the yard
- Remove children's, pet's, & pool toys, as well as visible tools and supplies

interior

- Clear the clutter – Put it away in a closet or cabinet
- Clean the house....all nooks and crannies
- Turn on all the lights and lamps
- Close windows and open the curtains and blinds
- Hide any visible cords
- Put away toys, pet bowls, and visible litter boxes

living & family room

- Clear the mantle of personal photos
- Turn off the television
- Light a fire in the fireplace
- Replace large family portraits with generic artwork
- Straighten the rug and throw pillows

kitchen

- Remove all refrigerator magnets, photos, and artwork
- Clear the top of the refrigerator and counter tops
- Put away all counter top appliances, cleaning supplies, and towels
- Hide the garbage can in a closet or pantry
- Put away any water or food bowl for pets

bath room

- Open the shower curtains
- Put down the toilet seat
- Put out fresh matching towels
- Hide all air fresheners (including plug ins), soaps, shampoos, conditioners, washcloths, makeup, hair dryers, curling irons, and cleaning products. Decorative soaps can stay.

bed room

- Make the bed
- Remove anything stored under the bed if there is no dust ruffle to cover it
- Put away all shoes and clothing
- Clear the bedside tables, leave only the lamp, clock, and one or two books
- Clear/straighten the dresser
- Straighten the book shelves

others

HOME OFFICE - Hide all visible cords; Put away all paperwork; Hide facial tissues

DINING ROOM - Set the table; Leave only a small centerpiece

WALK-IN CLOSETS - tidy up closet; sort clothes and shoes; Matching hangers are a nice touch

PETS - Pets must be restrained during photo shoot

FINE TUNING

YOUR YARD

remove
repair
replace

- Prune trees and bushes
- Remove unnecessary items such as gardening equipment
- Remove signs such as "Beware of Dog"
- Keep trash area clean and organized
- If you have an awning for the patio, ensure that it is free of debris (leaves, etc.) and that there are no tears or worn material
- Fresh mulch and edged flower beds.

- Add colorful plants or flowers near front door and porch area
- Remove weeds, dead or drying plant/flowers
- Mow, trim, fertilize, and water lawn
- Re-sod any bare spots in yard
- Replace welcome mat at the doorway if necessary
- Keep walks, steps and driveway obstacle free
- Power wash deck
- Consider re-painting or re-staining deck if worn
- Remove debris and personal items from deck and porch
- Repair, paint, or stain fencing



FINE TUNING

LIGHTING



natural

- Repair sticky windows which do not open properly
- Clean all windows, inside and out (this makes HUGE impact)
- Keep curtains open and use natural light as much as possible
- Clean existing window treatments to include shutters, blinds, or drapes
- Install new window treatments if existing are damaged or dated
- Clean skylights for leaves and other debris
- Prune outside trees to allow natural light inside

fixtures

- Wipe all light fixtures with a rag and cleaning solution
- Clean or replace switch plates
- Replace bulbs as necessary
- At night, turn on porch and outdoor lighting (consider light timers)
- Ensure that all outdoor lighting is working
- Increase the wattage for bulbs for maximum possible wattage

FINE TUNING

KITCHENS & BATHROOMS

Cabinets, tile, and faucets - common issues, common approaches



Make sure all appliances that are included in the sale of home are operating and have documentation if available

Consider replacing outdated or not functioning appliances

Make sure sinks are clean and stain free

Repair damaged countertops, sinks, or tubs

Repair any leaky faucets

Tighten or replace loose doorknobs, cabinet pulls, sticking doors, drawers or wobbly hinges

Replace any missing or damaged tiles

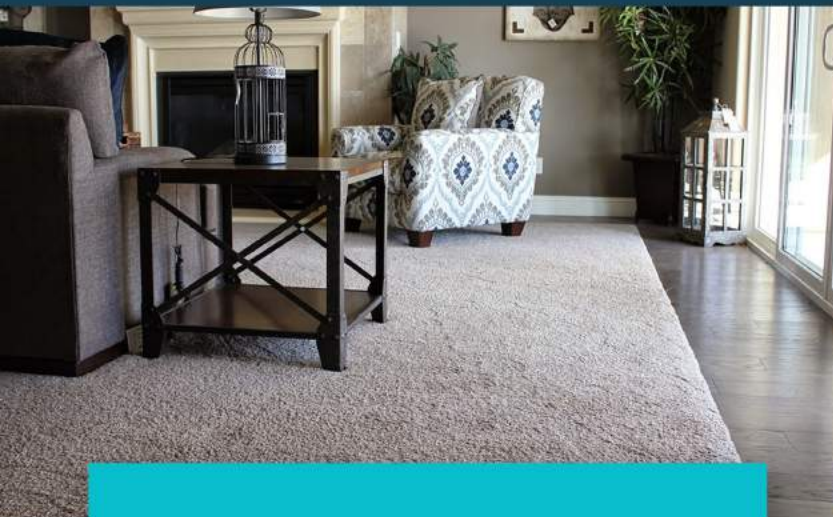
Clean tile grout and make stain free

Re-caulk damaged caulk on showers, tubs, sinks, and toilets

Remove mildew stains and repair crumbling grout/caulk around plumbing fixtures

FINE TUNING

CARPET & FLOORING



Professionally clean carpets, especially if you have pets

Make sure carpets are secure to include re-stretching and re-tacking loose wall-to-wall carpet

Ensure that all carpets are vacuumed and free of pet hair

Thoroughly clean linoleum floors in kitchen and bathrooms

Clean hardwood floors to its best condition

Replace worn vent covers

PLUMBING & ELECTRICAL



Ensure that all drains are clean and free flowing

Ensure that all bathroom and kitchen faucets are working properly

Ensure toilets are in good working order

Clean or replace plumbing fixtures in all bathrooms

If necessary have plumber replace badly rusted or corroded plumbing pipes

Have well and septic inspected or Repaired

Have sprinkler system serviced if necessary

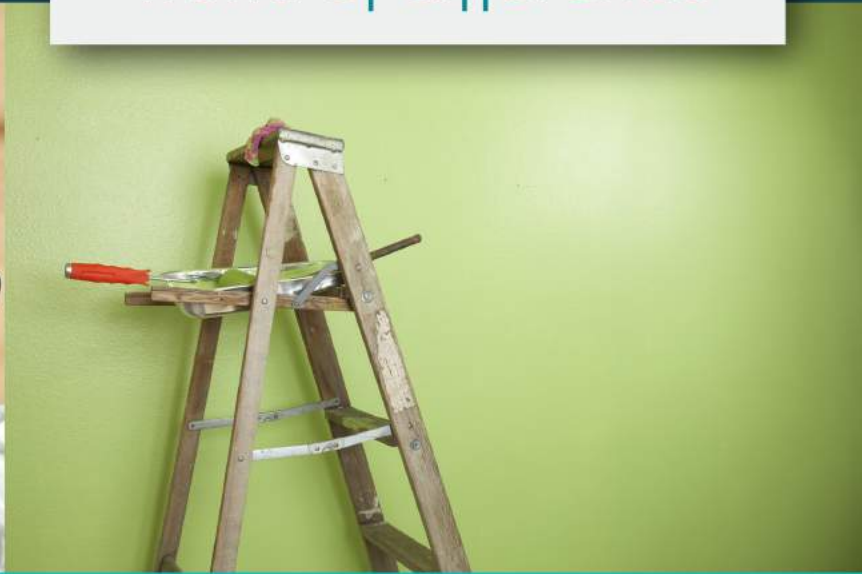
Ensure all smoke detectors and alarms system are working properly
Inspect, clean and change furnace filter

Repair any broken doorbells

FINE TUNING

PAINTING

A simple coat of paint can make a world of difference



- exterior -

- Paint exterior fixtures if necessary
- Paint or clean doors and doorframes
- Paint or clean front door, porch and garage door (these are the first impressions)
- Seal cracks in porch if concrete, if wood secure railings and seal/paint if necessary
- Sand and repaint areas with blistering or peeling paint
- Paint or re-stain fence if dirty or peeling
- Paint shutters if necessary and ensure they are hung straight
- Paint window ledges
- Remove rust from railings
- Repair holes in gutters and repair any separations from eaves
- Repair or replace shingles or tiles missing from roof

- interior -

- Tone down bright room colors by painting white or another neutral color
- Re-touch or repaint kitchen and bathrooms if the color is dated or poor quality
- Repaint any faded, worn or stained interior walls
- Repair leaks and repaint watermarks
- Ensure any cracked walls or ceilings are repaired
- Consider painting window frames after windows are washed and stain free
- Clean woodwork like stairwell railings and doors, may need repainting or re-staining

SOLD



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