

It's in the Details

PLAN AHEAD

- Walk through each room and criticize the home from a buyer's perspective.
- Ask your REALTOR to recommend a staging consultant for a walk-through.
- Consider getting a professional home inspection to see if any repairs are needed.
- Hire a licensed contractor to handle any major projects and save receipts.
- Consider getting an appraisal to find out your current market value.
- Hold a yard sale. Sell, donate or trash anything you don't need.

CLEAN, DECLUTTER & DEPERSONALIZE

- Thoroughly clean the home, preferably by a professional
- Scrub tile in the kitchen and bathrooms.
- Clean hardwood floors.
- Steam clean carpets and drapes. Consider replacing carpet if stains are prominent.
- Get rid of all dust bunnies.
- Repair cracks and holes in the walls.
- Paint interior walls with neutral colors, like beige, cream or off-white.
- Remove excess and oversized furniture.
- Rearrange furniture to maximize space.
- Remove rugs to show off hardwood floors.
- Make sure fireplaces are in working condition.
- Empty attic & closets as much as possible to maximize the appearance of storage space.
- Remove all small appliances, toys, magazines and pet items.
- Remove family photos, personal collections and medications.
- Remove items from the garage and store them off site.
- Secure valuable items, including cash and jewelry.

MAXIMIZE CURB APPEAL

- Paint the home's exterior, including trim, doors and shutters.
- Check front door, doorbell, address number and welcome mat.
- Power wash the siding and windows.
- Inspect the roof and make repairs as needed.
- Repair cracks in the driveway and sidewalks.
- Sweep the entryway and walkways.
- Mow, water and fertilize the lawn.
- Trim shrubs and trees and rake the leaves.
- Plant colorful flowers and shrubs.
- Store any toys or equipment lying on the yard.
- Clean up pet droppings.
- Clean the gutters and downspouts.

DON'T IGNORE KITCHEN & BATHROOMS

- Mop and wax/polish the floors.
- Use high-adhesion primer and an epoxy based paint to freshen up dated tile.
- Clear off and clean countertops.
- Replace outdated hardware & any broken outlet covers
- Clean all appliances, including the inside of the oven, microwave and refrigerator.
- Clean and organize the pantry, cabinets and drawers.
- Replace old caulking around sinks and bathtubs.
- Replace old shower curtains and bath mats.
- Use vinegar to remove hard water stains and clean shower heads.
- Hang fresh, color neutral towels.

APPEAL TO THE SENSES

- Replace dead lightbulbs and install higher wattage incandescent light bulbs to brighten rooms.
- Avoid cooking odorous foods on showing days.
- Empty trashcans and move them out of sight.
- Ensure all doors, cabinets & windows open and close properly without sticking or squeaking.
- Open windows and use candles to create an inviting aroma.
- Open curtains or blinds to let in natural light and show off views.
- Consider special cleaning products to remove pet stains.
- Relocate pets on the day of the open house.
- Refrain from smoking in the home.