

## SUGGESTED STAGING TIPS

Here are some staging tips that you can use to increase your house's emotional appeal.

**Kitchen:** Aromas from fragrant goodies like freshly baked gingerbread or just-brewed coffee bring back wonderful memories of home.

**Clear** everything off your refrigerator: Most folks use magnets or tape to stick everything from vacation snapshots and finger-painting masterpieces. Clear everything off.

**Comfort:** Keep your house warm in the winter and cool in the summer. A house that's too hot or too cold isn't inviting.

**Flowers:** Vases of colorful, fresh flowers spotted throughout the house make a wonderful impression on prospective buyers.

## COLDWELL BANKER SELLER'S GUIDE: PREPARE YOUR HOME FOR TODAY'S MARKET

*Deciding to sell your home is a crucial decision and the selling process can be quite demanding. At Coldwell Banker Tomlinson, we are committed to making the sale of your home quick, easy, and profitable.*

### HERE'S A LIST OF SUGGESTIONS TO HELP YOU GET STARTED:

**Clean everything.** Cleanliness signals to a buyer that the home has been well cared for and is most likely in good repair. A messy or dirty home will cause prospective buyers to notice every flaw.

**De-clutter your home before you list it.** Have a garage sale. Empty closets. Donate what you can't sell. The less "stuff" in and around a home, the roomier it will seem.

**Let the light in. Raise the shades.** Open the blinds. Pull back the curtains. Put brighter bulbs in all the lamps (but not bright enough to cause a glare). Bright, open rooms feel larger and more inviting. Dark rooms feel small and gloomy.

**Let fresh air in.** Get rid of odors that may be unfamiliar or unpleasant. People are most often offended by odors from tobacco, pets, cooking, and musty or sour laundry. Fresh flowers and potpourri can be used to your advantage. Other smells that attract positive attention include fresh baked bread or cinnamon.

**Fix anything that is broken.** This includes plumbing, electrical systems and switches, windows, squeaky floorboards, TV antennas, screens, doors, and fences; if it can't be fixed, replace it or get rid of it. A buyer might make a much lower offer if your house is in disrepair and will probably still insist that everything be fixed before taking occupancy. You're better off if you leave potential buyers no reason to offer less than you are asking.

**Send pets away** or secure them elsewhere when prospective buyers are coming. You never know if people will be annoyed or intimidated, or even allergic to them.

**Send the kids to Grandma's** or take them on a walk around the block. Children can be noisy and distracting to someone interested in looking at a home.

**Paint.** There's nothing that improves the value of a home more than a few cans of paint. And it's so often easier to paint a room than it is to scrub it. Stick with neutral colors.

**Keep the noise down.** Silence is a restful sound that offends no one. Turn off the TV and radio. Soft instrumental music is fine, but avoid vocals.



# PREPARING YOUR HOME FOR THE MARKET

Review this checklist to help prepare your home for buyers.

## EXTERIOR

Replace repair/ paint any damaged:

- Plaster
- Wood siding
- Trim
- Rain gutters
- Shutters
- Doors
- Window frames
- Glazing
- Screens
- Hardware
- Fences and gates
- Outdoor lighting

Clean or wash

- Siding
- Windows
- Screens
- AC unit
- Clean around service areas and trash cans
- Straighten woodpiles
- Clean up pet droppings
- Make sure doorbell or door knocker works
- Paint or replace street numbers on house
- Make sure septic tank is odor free
- Clean oil stains from driveway/street
- Patch / reseal driveway

## LANDSCAPING

- Mow/edge lawn regularly
- Aerate/feed lawn
- Over-seed bare spots in lawn
- Water lawn regularly
- Remove/replace dead plants
- Prune overgrown/diseased/damaged shrubs
- Prune or remove shrubs/trees blocking window view
- Stake up any sagging trees
- Keep flower beds free of weeds
- Trim around base of walls and fences
- Replace broken or damaged sprinkler heads
- Install fences or shrubs to hide unsightly views

Repair or remove any broken or damaged landscape accessories such as:

- Fences
- Walls
- Gazebos
- Fountains
- Trellises or planters

## ALL ROOMS

Clean especially around:

- Doors
- Windows
- Light switches
- Baseboards and chair rails
- Wash curtains or have draperies professionally cleaned
- Lubricate window slides (soap for wood silicon or a candle stump for metal)
- Lubricate doors / windows
- Clean ceiling light fixtures
- Check for cobwebs in all corners
- Fix any scratches in wooden floors
- Replace worn/broken flooring
- Remove or replace worn carpet
- Use area rugs where needed
- Empty wastebaskets
- Make the beds
- Fluff pillows

## KITCHEN

- Keep dishes and food out of sight
- Clean appliances
- Clean range hood, including light bulbs
- Clean behind appliances
- Keep floor clean
- Test electrical outlets
- Eliminate cooking odor
- Deodorize garbage disposal, dishwasher and refrigerator
- Repair faucets
- Replace shelf paper in cabinets
- Clean under sink
- Replace garbage disposal gasket to reduce noise

## BATHROOMS

- Shine mirrors
- Keep wastebaskets empty/clean

- Clean out cabinets and remove non-essentials
- Keep counter tops clean
- Keep fresh, clean towels on towel racks
- Clean shower door
- Remove soap residue, mildew and mold from sink, tub, or shower.
- Remove stains from porcelain sink / tub / toilet
- Replace shower curtain and liner
- Clean tile grout
- Make sure toilet flushes properly
- Clean exhaust fan, heater; replace if broken or noisy

## CLOSETS

- Keep closets clean and free of clutter
- Throw out or pack away non-essentials
- Adjust / repair sliding doors
- Lubricate sliding door hardware

## LAUNDRY AREA

- Clean out area behind washer / dryer
- Eliminate any mildew odor

## BASEMENT

- Eliminate any signs of dampness
- Check for, and eliminate cracks
- Replace light bulbs with 100-watt lights

## HEATING OR AIR CONDITIONING UNIT

- Vacuum
- Replace filter
- Clean intake vent

## GARAGE / CARPORT / SHED

- Install 100-watt light bulbs
- Keep area clean / uncluttered
- Hang up / put away tools
- Clear away cobwebs
- Remove oil / paint stains from floor
- Adjust tension rod to eliminate sag from overhead garage door
- Lubricate / adjust / repair garage door opener
- Paint if needed.

