



STAGING SUGGESTIONS

In every room ... stand at the doorway and look at the room through the eyes of a buyer. What do you see? Be tough on yourself: What can you live without while your home is on the market?

Most carpets need to be cleaned. Have them professionally cleaned before you put your home on the market. I highly recommend The Rug Beater in Brownstown 717-656-9826.

Buyers only know what they see ... not the way it's going to be! Unless your home is a fixer upper, badly worn, or very out of date carpets should be replaced before coming on the market. Offering a buyer a credit to pick their own new carpet or a discount off the price is far less effective and will always end up costing you more money and slow the selling process. Pick a light-colored short plush or Berber carpet. "Real-estate beige" is the safest color.

Check all light fixtures. Are they working properly? Replace all non-working light bulbs. Look for dark hallways and corners and increase the wattage of bulbs in those areas, if possible.

Make sure there are lamps with adequate bulbs in dark corners that are turned on for showings.

Repair and repaint cracks on all walls and ceilings.

Repair or replace broken light switches and switch plates. Clean any dirty areas around them.

Keep all curtains and blinds open during the day to let in light and views. The extra cost of additional heating or air conditioning is a necessary cost of selling.

Reduce the number of pillows on couches to zero or two. Remove all afghans and blankets.

Pack up all valuable items to protect them. If necessary, take them to a safe deposit box.

Take a hard look at those beloved houseplants. In most cases they need to be pruned and/or the number of plants reduced to create more space. If plants don't look healthy and are just barely clinging to life, give them away.

Fireplaces need to be cleaned out. Glass doors should be cleaned. Mantels and hearths need to be cleared off except for a very few necessary items.

Pack up all collections (You're going to need to pack them up sooner or later anyway). They become a distraction for buyers from the desired focal point ... your home.

Reduce the number of books on bookshelves. Pack up extra books early!

Reduce the number of family pictures on shelves, pianos, and tables.

Reduce the number of wall hung photos and paintings in every room to one large piece on a wall or a small group of three. Make sure they are hung at eye level.

Be sensitive to odors, because buyers are! Excessive cooking or smoking odors, dog or cat odors, baby, laundry and mildew odors will turn buyers off. If there is a challenge with odors in your home, use room deodorants or disinfectant sprays and keep windows cracked open for ventilation, even in very hot or cold weather. (There are great products in pet stores for pet odors, and many professional carpet cleaners have special ozone machines that can really help with difficult odors.) You can't sell it if you can smell it!

Wash all windows and make sure they operate freely. If the seal is broken on a double-pane window, replace it now.

Repair items that are broken. This will show that your home is well-taken-care-of. In most cases, buyers will ask for them to be repaired anyway, so do it now.

Don't be afraid to move furniture from room to room. That extra chair from the living room or dining room may just look great in the master bedroom.

In general, pack up the little things. Little things create clutter and they need to be packed up anyway, so pack them up now.

LIVING & REC ROOMS

If you go into a model home that is newly constructed, you will see that they are usually sparsely decorated. In a resale home, you need to create space for buyers to mentally move into the room by reducing clutter and the overall number of items.

Clear off all coffee tables and end tables to just 2 or 3 magazines and one nice vase or statuary.

Remove all ashtrays, even ones outside the home.

DINING ROOM

Clear off dining room table except for one nice centerpiece

Remove table cloths from table.

Remove extra leaves from the table to make the room look bigger

Remove extra dining room chairs if they crowd the table or fill up the corners of the room. Four or six chairs are plenty. It will make the room look bigger and you can put the extra chairs in the garage or a storage unit.

See the Living Room section above concerning removing or reducing the number of items, valuable items, and collections. It all applies here too, especially in a buffet.

KITCHEN

The main question in the kitchen is... What can you live without?

Clear off counters leaving only a very few items that you have to use on a daily basis.

Everything else should be kept off the counters to create space. Most homes have far too many small appliances and other items on the counter that should be stored out of sight.

Leave out a few large decorative items, like a bowl of fruit or a basket with bread in it.

Repair any tile or Formica countertops and edges that have been damaged or come unglued

Clean tile grout with bleach if it is stained.

Remove all magnets, photos, children's drawings, etc., from the front of the refrigerator. If there are a couple of truly necessary items, put them on the side of the refrigerator.

Clean the stove top and oven. Replace old burner pans if they are badly stained.

Clean all exhaust fans, filters, and hoods.

Clean the kitchen floor and keep it clean for showings.

Keep the kitchen sink clean and empty on a daily basis.

Make sure the kitchen faucet is working smoothly without drips and that it is clean.

Clear everything off the window ledge above the kitchen sink.

Remember to pack up the collections in the kitchen too.

Pack up your antique plate collection or whatever will distract buyers and take up space.

Some kitchens have too many scatter rugs in them. Too many rugs make a room look smaller. If space allows, one large Oriental rug in the middle of the kitchen looks great.

Empty the garbage regularly to prevent kitchen odors.

Move dog and cat dishes so that they don't interfere with buyers walking around the room.

BEDROOMS

Make the bed every day. Invest in a new bedspread if necessary. Clear off bedside tables and chest of drawers, except for a very few necessary items. (See Living Room coffee and end tables.)

Store extra books and magazines underneath the bed.

Keep closet doors closed. If you have a walk-in closet, keep the floor clean and free of laundry and clutter, items, and collections.

Reduce the number of photos on tables and chest of drawers to a minimum.

In children's rooms, take down all the posters, except for one favorite over the bed. Repair nail holes and paint walls if needed

BATHROOMS

Clear off counters. Reduce toiletries down to a decorative few (3-6) and consolidate them on a tray or decorative basket. Put everything else in drawers or cabinets.

Replace that ugly dirty hand soap with a neat bottle of liquid soap.

Coordinate all towels with one or two colors. Fold in thirds and hang neatly every day. New towels can be purchased very inexpensively if the ones you have don't match.

Clear everything out of the shower and tub except for one bottle of liquid soap and one shampoo.

Clean or replace the shower curtain. Keep shower curtains drawn at all times.

One common problem in a lot of bathrooms is cracking or peeling just above the top of the shower tile or tub enclosure where it meets the dry wall or ceiling. Repair using caulking and paint or install wood trim coated in polyurethane.

Get rid of mold and stains throughout the bathroom, especially in the shower and bathtub area.

Many tubs and showers need a fresh new bead of silicone caulking around the edges to make them look neat and clean.

Take all cloth toilet lid covers and water closet covers off.

Keep toilet lids down every day.

Scatter rugs in front of the sink and toilet and shower make the room look too small. Use one larger rug in the middle of the room or none at all.

Hide all cleaning supplies and the garbage can under the sink or out of the line of sight.

CLOSETS

Make sure you can open the door freely and smoothly without something falling out on a prospective buyer.

BASEMENTS

Be aware of smells, musty odors, and dampness. Do your best to alleviate problems by repairing and cleaning problem areas. Use room deodorants and disinfectant sprays to help with any odors.

If you use the basement for storage, condense the piles to one corner of one area of the basement.

Repair any cracks in the ceilings and walls.

Clear any drains.

GARAGE OR CARPORT

Carports have to be completely cleaned out ... everything!

Garages should be swept out and organized. If you have to use part or the entire garage for storage, that's fine, just keep it neat. Always keep garage doors down while your home is on the market.

If you're not using the garage for storage, keep cars in the garage and not in the driveway. Move boats and RV's to a storage facility or neighbor's home several homes away until your home sells.

EXTERIOR

The first impression when a buyer drives up to your home is critical. Walk across the street and look at it through the eyes of a buyer. Be tough on yourself! What do you see?

Trim bushes, weed, add fresh mulch if needed. A spot of bright color on your front porch is appealing, consider a planter or ferns on your porch.

Move all items you don't have room for, if buyers seem sitting in the yard or in the driveway they will assume storage is an issue. Bicycles, wheelbarrows, mowers etc all need to be stored out of sight.

Where Do I Store All the Stuff I Took Out?

Rent a storage unit

Call an Auctioneer to sell your items - I have great references if needed.

Have a garage sale or facebook marketplace

Give it to charity - I have great resources of local charities that take household donations and some even will pick up!

Store it in the crawl space Put it in the attic Use a portion or corner of the basement

Use part or all of the garage .

As a last resort, sacrifice a third or fourth bedroom and fill it full.

We know this list looks daunting!! Most of these items you are already familiar with, in a weekend you can tackle most of the items. I have a list of cleaning services, painters, repairmen, landscapers & movers if you need them.

We are here to help you sell your home for the best price in the shortest amount of time so that you can get back to living in your home!!

We look forward to working with you to sell your home!!

Wendy Stauffer 717-587-7006

Travis Stauffer 717-587-7007

Erin Smeltz 717-666-5188

Elizabeth Hall 717-826-8245

www.wendystauffer.com

