

Tips on Staging

- Keep window coverings open to let light in and to make the rooms appear larger. Make sure that your windows are sparkling clean.
- Tag items that are not included in the sale (e.g., water conditioner)
- Have your home well-lighted during showing
- At night, turn on the porch light and the outdoor lighting in the backyard, if you have it
- Avoid clutter. Neatness makes a room look larger
- Avoid having dirty dishes in the sink or on the counters. Make sure that the sink and countertops are clean
- Keep all toys in the children's rooms neatly arranged or put away
- Bikes, wagons, and skateboards should not be out in front, but should be made as inconspicuous as possible in a non-traffic area
- Turn off the television and the radio. Keep the stereo at a minimum sound level
- If your broker is holding an open house, take your family elsewhere during that time
- Refer any direct inquiries you might receive about seeing the house to your Realtor in order to take advantage of this professional's skills in selling your house
- Don't mention any furniture or furnishings you may wish to dispose of unless you are asked. Such discussion can distract the potential buyers and may kill the sale
- Keep your pets outdoors while your house is being shown
- Let the real estate expert show your house. Answer questions candidly when asked, but avoid questioning potential buyers.
- If at all possible, leave your agent alone with the buyer to show your property. This also means that you should keep all your family members out of the way as well. If you must be at home, be friendly and encourage people to make themselves "at home". Don't follow them around the house, but remain in an area not being shown by the sales associate
- If you have decided that certain fixtures are not included in the sale of your house, (custom lighting fixtures, for example) remove and replace them before buyers are shown the house.

Remember... to be a seller – you have to look at your home like a buyer.