

## Showing your home

- Leave the lights on and curtains open to make the home bright, light and engaging. Lights should be able to be turned on even in vacant properties. Never disconnect utilities so that your property can be shown even after dusk.
- Stage an olfactory assault: have a pot of pot pourrie brewing on the stove, bake a loaf of frozen bread or refrigerator cookies, or place several cinnamon sticks in a low heat oven right before a showing.
- Leave soft music on when you leave the premises. Never leave a TV on because it will compete for the buyer's attention.
- Restrain pets when the property will be shown. Perhaps your overly friendly pup could visit a neighbor's back yard during a showing.
- When possible, leave the home when it is being shown. Avoid the temptation to verbally show the house yourself. Leave that to the professional . . . the Realtor.
- Try to create the ambience that you would like the buyer to feel if he were to live there.
- Invest in those things that create the aura of pride in ownership and the feel of 'almost new'. Always go for the open and spacious look.
- Schedule a walking tour of the premises with your Realtor for those special suggestions.



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# Staging Your Property to Sell



## Before you put your home on the market

- ❑ Minimize clutter by packing up as much as you can into boxes and putting it out of sight and out of mind . . . but not back into a closet. Keep stairways clear.
- ❑ Neat well ordered closets show space that is ample.
- ❑ Rearrange furniture or remove extra pieces to give the air of spaciousness.
- ❑ Clean out your garage, attic and closets prior to placing your property on the market . . . and have that garage sale that you have been meaning to have.
- ❑ Be sure all of your vehicles are in the garage so as not to interfere with the curb appeal. If there is not room for your boat or recreational vehicle, arrange for them to park at a friend's while your home is on the market.
- ❑ Mow and edge the lawn and weed all beds. Add color to your exterior by planting seasonal bedding plants. Great candidates are mums, pansies, petunias, vinca and impatiens in the right season.
- ❑ Make sure your lawn is getting enough water in the growing season. In winter, seed with winter rye.

- ❑ Add attractive colorful hanging baskets to patios and decks. A large potted plant on the front porch might be that right added touch or add a seasonal wreath to your front door.
- ❑ Since your front door greets prospective buyers, go for the fresh, clean and scrubbed look. Clear away all exterior cobwebs and critters.
- ❑ Freshen up the exterior and interior with a new coat of paint – this is an investment that really pays off in increased offering prices and minimizing market time. An investment in new wallpaper will pay dividends.
- ❑ Eradicate all pet/smoking odors - a drop or two of industrial strength deodorant will sometimes do the trick.
- ❑ Replace worn, soiled or odorous carpets – this gives a resale home an ‘almost new appeal.’
- ❑ Make sure to change all AC filters and that all AC grates are cleaned.
- ❑ Wash all windows (and screens) inside and out.
- ❑ Make sure that all light bulbs are operative including lamps, and where possible increase the low wattage bulbs in all closets.
- ❑ Repair/replace any items which your Realtor suggests will affect either the speed of the sale or the selling price of the property. Fix dripping faucets which discolor sinks and suggest faulty plumbing. Don't forget to fix loose knobs and sticking and squeaking doors and windows. Repair caulking in bathtubs and showers.



## Get set: once you are on the market

- ❑ Make sure all beds are made, toys are picked up and dishes are washed and put away. . . so that you are right and ready for that impromptu showing.
- ❑ Place fresh flowers about in several rooms.
- ❑ Eliminate litter boxes in the home when possible. Make sure they are cleaned daily if left on the premises.
- ❑ Leave on the AC and the heat, whichever makes the property most comfortable . . . even if your property is vacant. No buyer should ever have to leave because he was too hot or too cold in your property. On a cold day, a crackling fire creates the ambience that sells.
- ❑ Keep the kitchen counters and refrigerator exterior surfaces clear of clutter.
- ❑ Make sure that bathrooms and fixtures are spotless and free of mildew. Use a mildew killing agent on a daily basis. Invest in a new shower curtain and perhaps new set of towels. Make sure the bathroom counters and the tub are clear and toiletries are stowed out of sight.
- ❑ Put away your empty garbage cans immediately after garbage pickup.