

## *Home Showing and Staging Tips*

It can be a challenge to keep your home in tip-top, showing condition at all times. Children, pets, and personal living habits tend to add some “clutter.” Added to all that, a Realtor’s call informing you that he is coming by with potential home buyer often come as a surprise. Great staging of your home can and will increase the potential of offers to your sale.

Here are a list of some last-minute items to attend to between Realtor’s call and his arrival to show your home.

1. Enhance your curb appeal. Mow your lawn, prune flowers and pull weeds. Paint exterior of home if you can.
2. Make any minor repairs. Paint any scratches on walls. Check for any leaky faucets or toilets. Replace torn screens, if applicable. Shampoo carpets and remove stains.
3. Rearrange furniture to make a nice and easy flow for clients to move through your home.
4. Clean up all messes such as putting away dirty dishes, clearing up newspapers and clutter. Clean all windows and floors. Remove dead plants or water and make them look healthy.
5. Put away family photos and portraits as well as any toys or knickknacks. The less clutter and personal items in view will make your home more appealing to potential buyers. They will be able to envision themselves in the home.
6. Turn off all appliances, including the television and radio.
7. Close the garage door. Clients will look inside, so if you can organize contents, it will be more appealing.
8. Turn on all lights and open all shades and draperies. Your home will seem brighter and more appealing.
9. Eliminate any bad or stale odors by using an air-neutralizing spray, especially if you have pets or smoke. Remove any ashtrays and evidence of tobacco. Fresh baked cookies or gingerbread are also great scents that can be inviting to potential home buyers.

It is best to leave your home during a potential show. If that is not possible, greet your guest politely and retreat to another room. Doing this, your Realtor can expertly guide prospective buyers, answer their questions, and more effectively sell your home.

