



## Setting Your Home Up To Sell - Some Do-It-Yourself Tips

1. **Eliminate Clutter** – This is the absolute, number 1 staging tip. Remove “piles” of things, such as laundry, newspaper, etc. Store items that you want to keep in clearly labeled containers. This will help with the moving process. If it is possible to store these off-site, that is always the best option. If you are planning to sell, give away, or discard any items prior to moving, it is best to do this before you put the house on the market. Pack away collectibles and knick-knacks – leaving no more than 3 accessories per shelf or table. Remember that potential home buyers leave no stone unturned, and will open your closets and cupboards, especially in the kitchen and bath, so be sure that items in these are arranged neatly, and not over-crowded.
2. **Depersonalize** – This is the art of removing personal photos, souvenirs, and other items collected over the years that give your home it's personal touch. While these provide you with great memories, they can distract buyers. By removing these items you allow a potential buyer to see themselves in your home. Consider replacing personal photos with scenic pictures from a trip, or floral pictures that are more generic. You can use your own photographs, or those out of a photography magazine, or even an old calendar.
3. **Clean** – This means making your home “white-glove” clean. Pay attention to all areas, especially those which may be ignored during routine weekly cleanings (see cleaning list). If you are not up for doing this yourself, bring in a professional and simply maintain for the time your home is on the market.
4. **Aromas/Scents** – This is also addressed on the cleaning list. You want your home to offer a welcoming scent upon entrance. For this reason, avoid cooking heavy smells such as garlic, fish, onions, etc. Remove all plug-in air fresheners – while some of these can be pleasant, they give buyers the impression that you're masking something in your home. If selling during the warmer seasons, let fresh air into the home whenever possible.
5. **Flowers and Greenery** – This brings fresh life into the home. Not only does it offer a lovely aroma, but it also brightens up a space, and gives a fresh appeal. For indoor greenery, consider potted herbs such as mint, sweet basil, and rosemary, for added natural fresh scents. Be sure to keep plants and flowers looking fresh and remove dead leaves and buds. Plant in clean, attractive containers.
6. **Let the light Shine In** – Clean windows, open curtains, and turn on lights. Dark spaces are uninviting. While energy efficient bulbs are great for everyday use, most are unattractive, and do not provide enough light for showing your home properly. Replace bulbs with a higher wattage for the time your house is on the market.
7. **Repairs** – Many think that potential home buyers will overlook “minor” repairs, but if they are minor, why not get them out of the way before putting your home on the market? The less a buyer feels they have to do to the house to make it move-in ready, the better. Do a walk through the home, looking up and down, and make a list of any repairs that you may have been putting off.

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