

16. **Clean each room from top to bottom, remembering the blind, lamp shades, light fixtures, baseboards and doors.** Shine handles and wall plates.
17. **Scale back your furniture to create larger rooms.** Put large or unnecessary pieces in storage and remove the leaves from your dining table.
18. **Move remaining furniture in slightly towards the center of the room to open up doorways.**
19. **Arrange furniture in a triangle around a focal point such as the fireplace in the living room or the bed in the bedroom.**
20. **Clean out closets.** Put out of season items in storage. Remaining clothes should be able to hang loosely in groups with space to spare. Shoes should be either organized on a tree, in hanging pockets, or lined neatly across the floor beneath clothing. Organize shelved items into tidy boxes and baskets.
21. **Paint walls in modern yet neutral tones.** Choose clean colors that add light and warmth.
22. **Organize cabinets and drawers to highlight their spaciousness.** Gather small items into baskets and trays. Dust the shelves and polish the hardware.
23. **Use lighting to highlight each room's winning features and draw attention to the designated focal point.**
24. **Remove all signs of pets.** Send animals to stay with friends and take out the litter box,



scratch posts, food bowls, toys and beds. Some buyers are turned off by or allergic to animals in the home.

25. **Arrange display items in odd numbered groupings.** For example, group three crystal decanters on the dining room buffet, or center one large candle on the kitchen table.
26. **Add life and balance to living areas with strategically placed house plants.** Put them near windows and arrange smaller plants in groups. (Remember- odd numbers.) Wipe leaves down with a damp cloth to remove dust, dirt, and spider webs.
27. **Hang mirrors to open up small spaces such as hallways and foyers.** Place them on walls where they can reflect light to darker areas.

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# STAGE TO SELL



## 27 Ways to Stage Your Home for a Fast Sale

# Stage to Sell: *27 ways to Stage Your Home for a Fast Sale*

**B**uyers are easily distracted by clutter and personal items. It can be difficult for them to envision themselves in the home when your personal style dominates every room. A properly staged home tones down your personal taste, and creates a unifying flow to the home that excites and inspires buyers while moving them effortlessly through the rooms.

Home staging is not only effective, but it's free! Work with the items you already have to create a home that draws buyers in while establishing an emotional connection.

## Exterior

- 1. Keep your lawn and gardens clean and green.** Lightly water a couple of hours before a showing to make the grass shimmer.
- 2. Clean your windows and screens.** Filmy windows detract from a home's exterior.
- 3. Place potted flowers on your front porch.** Don't forget to water them and remove the



dead flowers regularly.

- 4. Repair shutters and touch up paint where needed.**
- 5. Touch up trim and siding paint.** If the color is faded or badly chipping, repaint in a neutral tone that compliments brick and masonry.
- 6. Power wash your driveway, front and back porch, and walkways.** If brick or siding shows mold or dirt, power wash these as well.
- 7. Clean out gutters, repair and repaint where needed.**
- 8. If your home boasts a large front porch, add a rocker or bench to give buyers a welcoming feel.**
- 9. Empty out your garage and store the contents off site.** Sweep it out from top to bottom, removing debris, cobwebs and signs of rodents or insects. Your garage should fit two cars and display a small collection of tools neatly on the wall.
- 10. Wash patio furniture and stage them to make spaces seem larger.** Remove table umbrellas if they obstruct views of the yard from inside the home.
- 11. Create atmosphere by hanging clear twinkle lights neatly from porch overhangs.** Place outdoor oil lamps in dark corners of the patio to spread light during evening showings.

## Interior



- 12. Create a welcoming foyer to greet buyers when they walk through the door.** Hang a mirror above a table or bench. Designate a place for coats and umbrellas, and display a vase of fresh fragrant flowers such as lilies or peonies.
- 13. De-clutter all rooms and closets.** Pack up and store family photos, excess toys, spare linens and knickknacks.
- 14. Clean the refrigerator. Remove magnets and papers from the outside.** If it is being included in the sale, clean out the inside tossing old food and rearranging items neatly on shelves. Clean up spills, wipe down sides, line drawers with paper towels and dab vanilla extract in the corners to give a subtle but appealing smell.
- 15. Clear kitchen countertops of clutter and appliances.** Scrub the sink so it sparkles and never have dirty dishes lying around.

