

# SETTING THE STAGE FOR SHOWINGS



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## DURING THE SHOWINGS:

- Open drapes and turn on all lights.

- Make sure the interior temperature is comfortable.

- Do not run the dishwasher or laundry machines during showings.

- Remove all pets unless they are very quiet and well-behaved.

- Leave. You want the buyers comfortable, placing their furniture in their mind's eye.

One of the keys to success in today's ultra-competitive real estate market is to position your home as the most desirable property at a given price in a given area. Here are some easy and inexpensive staging tips to consider:

## SHOW TO SELL

- Arrange furniture in small groupings that demonstrate a room's functionality, and do not overcrowd a room with furniture. Place pieces in a way that dictates logical traffic flow. Rent a storage unit for any large furniture or other items that make a room seem crowded.
- Clean windows inside and out. Repair any cracks, leaks, holes, broken windowpanes.
- Use light, airy window treatments, like simple sheers on a curtain rod. Hang window treatments so they cover the least amount of glass.
- Higher wattage light bulbs can brighten up dark areas, while dimmers are a low-cost way to add a desirable feature and allow you to increase or decrease light levels in different rooms.
- Keep kitchen counters clean and clear of all items, and remove all magnets and notes from the front of the refrigerator. If your kitchen needs an update, paint cupboards with a neutral color and replace knobs on cabinets.
- Remove all personal items from the bathroom counter. Stock fresh towels and get a new shower curtain and rug for the floor. If needed, Re-caulk all tubs, sinks, and showers inside and out.
- Personal photographs and mementos add warmth and character to the home but use them in moderation so the buyer will focus on the home, not its owners.
- Use interesting accessories to draw the eye to desirable features like built-in shelving, bookcases, or fireplace mantels.
- Display fresh flowers.
- If you have collectibles, display them in neat, uncluttered groupings.

IS YOUR GOAL TO GET THE MOST FROM  
THIS MARKET?

**LET'S TALK REAL ESTATE. I'M HERE TO LISTEN.**



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