1.

#### **CURB APPEAL - GOT TO GET THEM IN THE DOOR!**

Potential buyers aren't just the people coming to tour your house, they're also the people driving by (and slowing down to get a better look). Give them something to remember by planting flowers, adding fresh mulch, keeping the lawn cut and cleared of toys/unseemly lawn furniture, power washing dirt from the walkway and weeding the garden.

## 2.

### CLEAN, CLEAN AND CLEAN EVEN MORE!

Buyers are more likely to buy a house that sparkles than one with dust! Polish all windows, counters, floors and baseboards in your home to give them a gloss that will catch the buyers' eye. Deep clean the cabinets and closets, vacuum and shampoo the carpets (to minimize odors) and dust all surfaces. You want to show buyers that your house has been cared for, and is a clean house ready to be made into a home!

### 3.

#### **CLUTTER IS NOT YOUR FRIEND!**

If you're staging your home then you want to highlight the space...and the easiest way to do that is to hide away unnecessary items that take up that space! Making your house appear spacious starts with removing clutter. This can be as simple as putting away excess decorative items, putting seasonal clothes (like winter jackets) into storage to highlight closet space and hiding away mail and papers from plain sight.

### 4.

#### **NEUTRALIZE THE SETTING:**

It's important to neutralize a space so that buyers can visualize it as a home for themselves! Neutralize your house by painting the walls in tones like taupe, beige and light grey. This may seem an expensive step, but it makes a world of difference. If your house is painted with vibrant/bright colors it can distract buyers from the best aspects of the home and make it difficult to visualize it as their space.

# 5.

#### **TOUCH-UPS ARE KEY:**

When you've lived in your home, it's going to look lived in - especially when it comes to the details you don't think about! It's easy to overlook finger-prints on the cabinets when you see them every day! But for buyers, it looks a little less charming. Touch up using a magic eraser for scuffs on walls, WD-40 for squeaky doors, spot paint for touch-ups where paint has chipped and caulk for kitchen/bathroom areas that need TLC.