

Preparing Your Home for Sale WORKBOOK

We all have the same goal – to sell your home quickly and at the highest price. This workbook will assist you in obtaining that goal. The plan to get you ready does not require a big investment, just some basic things to get you organized and ready for those house hunters.

1. Declutter

This is the most important step of all! Decluttering doesn't include just your daily personal items but also your decorating style. Your goal is to show off the actual design, space and features not your style. It's time to clean out the house and get rid of all of the stuff you don't need. This includes:

	Kitchen countertops
	Kitchen cabinets
	Pantry
	Hall Closet
	Bathroom cabinets
	Bedroom closets
	Bookshelves
	Built-In Entertainment Centers
	Garage Storage
	Clean and Organize Your Refrigerator

This is an excellent stage to hold a garage sale, donate items, give away and throw away. Think about what you will want and what will fit in your new home. This stage is very satisfying.

2. Repairs

If you make all of the little repairs that you live with but will come up on an inspection report, you will have a much smoother closing. It will convey the message that you loved and cared for your home. Here are some items to keep in mind:

	Exterior Roof Tiles (slipped and cracked)
	Drippy Faucets, Tub Stoppers, Shower Valves
	Replace under cabinet Boards if you've had even a speck of water
	Window Locks & Windows Slide Properly
	Door Locks & Close or Slide Properly
	Check for Roof Leaks and Water Stains
	Garage Door Working Properly
	Wall dents from Door Knobs
	Check Your Water Heater for Leaking & 2 Earthquake Straps
	Service Your A/C Unit

You will be super happy that you did this. I almost run across roof tiles and bathroom faucets not working properly. This will make you ahead of the game.

3. Cleaning

This is one of the most important things to do. Your home can be outdated compared to the one down the street but if it's super clean, it again shows pride and a well-cared for home. Potential Buyers definitely notice when it's dirty, but they also notice when it's very clean and smells that way. Here are some items not to miss:

Refrigerator
Ceiling Fans
Pot Shelving (those decorative shelving, walls and niches)
Floor Moldings & Crown Moldings
Window Casings – Interior & Exterior
Windows – Inside & Out
Kitchen Cabinets
Pantry
Door Handles & Around Door Handles – Especially the Garage
Scuff Marks on Doors & Walls (Mr. Clean Magic Erasers Work Fabulously)
Vacuum Carpeting Near the Edges Up Next to the Walls
Appliances – Especially the Stove and Oven
Kitchen Sink – It Should Be Sparkling Clean

Buyers will open up cabinets, the oven, and even your refrigerator. A soiled oven is a huge turnoff. A few discreetly hidden air freshener help just don't overdo. Vanilla is a good scent to use. You may want to hire a housekeeper to help you while your home is showing.

6. Exterior Cleaning, Repairs & Curb Appeal

The exterior of your home and its attractiveness is the first impression to Buyers. It makes potential Buyers excited to see what's inside. Here are some tips to spruce up and some repairs and maintenance to not forget:

Repair cracked stucco
Consider Painting or Painting the Eaves, Bump Outs and Garage Door
Give the Front Door a Fresh Coat of Paint & Install Shiny New Hardware
Consider Updating the Coach Lights
Trim Bushes & Plants; Repair Brown Spots in the Yard
Clean Up Any Junk on the Side of the House
Consider Throwing or Giving Away Your Grill if it's less than Desirable
Sweep & Remove Cobwebs
Have the Exterior Windows Washed
Plant Flowers in Pots or Create a Flower Bed Around Trees

5. Space Planning

Each room needs to serve a purpose. It's difficult for home Buyers to get a grip on what they would use a room for if you've got a treadmill, desk and pull out sofa all jammed into one room. Less is more. Decide the purpose that will most help you sell the home; usually that's bedrooms or a designated office or den. Here are some items that you should consider getting rid of:

Oversized or Tattered Furniture
Gym Equipment Unless the Room is Fully Designated

	Cluttered Bookshelves
	Rooms jam-packed with Furniture
	Any Furniture that chops up a room and makes it smaller

Now is a good time to get rid of furniture you won't need in your new home. Too much cluttered shelving, oversized furniture that overwhelms your rooms and make them look smaller. The goal is to make your rooms light, bright and spacious.

5. Neutralizing

Creating a neutral environment that accommodates virtually everyone's furnishings finalizes the preparation for the Staging. A neutral paint, neutral accessories and neutral art should be the goal. Also, you must de-personalize. Here are some items to keep in mind:

	Bright paint colors (aim for taupe, beige, white, or grey)
	Kids Rooms with their Names, Murals, and Stickers
	Artwork that Might Offend Someone or is Bright and Loud
	Any Sort of Collection of Figurines, Dishes, Ceramics
	Bright Flower Curtains & Valances (Remove all Valances)
	Toys
	Sports Memorabilia
	Lots of Small Cooking Appliances, Oils, Cooking Utensils, Chef Motif Items, Pots and Vases

When you walk into a model home, everything is neutral, decluttered, and de-personalized; aim for this look.

6. Staging

There is just one more thing before show time! With all of your hard work, you've created a sense of spaciousness, cleanliness, and maintenance. Now you're ready produce a more memorable home that makes Buyers envision themselves living in it. I have written numerous [blog articles](#) that go more in depth but for our purposes now, here are some things to consider:

	Neutral Accessories
	Area Rugs to Define Spaces
	Arranging Furniture with Clear Traffic Paths
	Group Furniture for Conversation
	Throw Pillows
	New Bath & Kitchen Towels
	Fluffy New Pillows & Bedspreads and Consider an All White Bed
	Lamps
	Neutral Art Work
	Minimize Knick-Knacks on Bookshelves, End Tables and Coffee Tables to a Few Items
	Clear Kitchen Countertops to the Basics – Kuerigs look nice and so do Stainless Appliances
	Consider Buying or Borrowing Furniture to Fill in Spaces if you need it

Congratulations! Now your home is a marketable product! This will also help you to disengage and prepare yourself emotionally to leave it to the next person that will love it as much as you did. You

should feel a definite sense of personal achievement and this will definitely equate to more money in your pocket. Happy Home Selling!

About

Stacy Sheeley facilitates successful connections between Buyers and Sellers of residential homes in Las Vegas and throughout Southern Nevada. She is dedicated to providing each of her clients with an extraordinary quality of service and a wealth of experience in buying and selling real estate.

Stacy has a keen eye for interior design and staging. For sellers, she's usually able to recommend relatively minor changes that most strategically stage a home to meet market expectations. She also has a degree in marketing. As she's proven repeatedly, her knowledge and background in how to make a home more attractive and presentable leads directly to the ability to attract offers and sell a home quickly. [Click here](#) to view my blog which showcases my passion for design.

I would love to be your Las Vegas Realtor and get top dollar for your home with my techniques as I have hundreds of others. Contact me for a consultation.



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