

Getting Your Home ‘Show’ Ready

When you decide to put your home on the market, it shifts from being your ‘home’ to being a ‘product.’ This can be a difficult mental switch to make as many of us are emotionally attached to our homes.

Get prepared to keep your home show ready. It can be hard to keep a home sparkly clean and tidy while you’re living in it, especially if you have children and pets. Some homes may need updates such as new carpet, countertops, light fixtures, wallpaper removal, fresh paint, etc. Exclusive to Compass, our Concierge program fronts the costs of services that increase the value of the home. From staging to painting to cosmetic renovations, there will be no payment collected until the home sells. No upfront costs, no interest charged—ever.

Statistics show that homes that have been professionally staged sell faster and for more money than competing inventory. Many professional stagers will offer different levels of service:

- A walk through consultation that leaves you with a ‘do it yourself’ checklist is generally very affordable It’s nice to have a professional set of eyes and recommendations. • •
- Another level up would be the stager doing the work of cleaning, organizing, and staging your furniture to look its best. • •
- Some stagers offer furniture and art rentals to warm up vacant homes. • •

Here are some suggestions on things you can do to get your home looking its best.



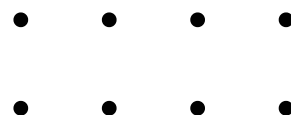
Let's get started:

- ☐ Make a list of all those little (and big) things that need to be repaired or done and do them. If they bother you, they could bother a potential buyer.
- ☐ Walk through each room and look at it from the eyes of a buyer. What looks messy, dirty, or distracting?
- ☐ Thoroughly clean the house from top to bottom. Having it professionally cleaned is a good idea.
- ☐ Have the carpets cleaned.
- ☐ Wash the windows.
- ☐ Make sure all window coverings are clean. Remove or replace them if they are dated.
- ☐ Open curtains and shades to show off any nice views and to let in natural light.
- ☐ Make sure walls have a fresh coat of paint in a neutral color.
- ☐ Replace all burned out light bulbs. If areas of the home are particularly dark, add a lamp or brighter bulb.
- ☐ De-bug and clean your light fixtures.
- ☐ Take care of any squeaking doors. Make sure all door handles are working properly.
- ☐ Fix dripping faucets.
- ☐ Pack up valuables and prescriptions. You're going to have people viewing your home when you are not there.
- ☐ Pack up family photos, collections, and personal items.
- ☐ Make sure the art hung on your walls is properly hung and attractive.
- ☐ Pack up decorations or art that might not appeal to a broad group of people.

- ☐ Make sure that any houseplants are healthy and look good. If they do not, get rid of them.
- ☐ Fireplace and mantel areas are usually a focal point. Make sure this area is very clean, inviting, and staged.
- ☐ If you have a lot of furniture, consider removing some. Too much furniture makes rooms appear smaller.
- ☐ Situate furniture into inviting, conversational areas. If bookshelves look messy and cluttered, pack up some or all of the books.
- ☐ Check smoke alarms and carbon monoxide detectors to make sure they are in good working order and compliant with local requirements.

The Sniff Test

- ☐ Have somebody (other than you) do a sniff test on your home. Find the source and address any bad odors.
- ☐ Make sure garbage is taken out regularly.
- ☐ Don't leave wet towels or clothing in hampers.
- ☐ Keep pet areas clean.
- ☐ Regularly open all the windows to air out your home.
- ☐ Some air fresheners and candles can be too much and also offensive. Make sure you find a good, natural one and don't overdo it.



Kitchen

- ☐ Thoroughly clean it until it sparkles.
- ☐ Clear the countertops.
- ☐ No magnets or distracting items on the refrigerator.
- ☐ Clear the stovetop and oven.
- ☐ Make sure the kitchen sink is always clear of dishes.
- ☐ Keep sponges, dish soap, etc. in a cupboard and out of sight.
- ☐ Empty the garbage regularly. (This is a source of odors!)
- ☐ Purge and organize pantry.

Living Rooms

- ☐ Arrange furniture into conversational areas.
- ☐ Make sure the space flows and is not overcrowded.
- ☐ Remove all clutter.
- ☐ Clear coffee table.
- ☐ Add a nice book, current magazines, or a vase of fresh flowers.

Dining Room

- ☐ Clear off dining table except for a center piece or fresh flowers.
- ☐ If you have an extension table, make it smaller so the room will look bigger.
- ☐ For a larger open house, stage the table with attractive place settings and cloth napkins.

Foyer/Entry

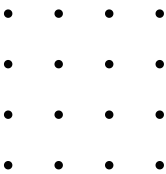
- ☐ Pay special attention to this big first impression area. Make sure it is clean, decluttered, and inviting.
- ☐ This is a good place for a small entry table and fresh bouquet of flowers.

Bathrooms

- ☐ Thoroughly clean it until it sparkles.
- ☐ Clear the countertops.
- ☐ Display nice hand towels.
- ☐ Fill a basket with high-end guest soaps and lotions.
- ☐ Have a nice bottle of hand soap.
- ☐ Clear extra clutter in the shower and only keep what is necessary.
- ☐ Stage a tub with candles, a book, and a fluffy towel.
- ☐ If you have a rug in the bathroom, make sure it is a new, fresh one.
- ☐ Display a small bouquet of flowers or an orchid.
- ☐ Replace and update the shower curtain.
- ☐ Keep toilet lids closed.
- ☐ Keep garbage can out of site.

Garage

- ☐ Purge, declutter, and organize.
- ☐ Sweep and clean the floor.
- ☐ Add a fresh coat of paint.



Bedrooms

- ☐ High-end bedding and throw pillows make a nice impression and are a good investment.
- ☐ Make sure beds are made daily.
- ☐ Clear off bed side tables and stage with a few nice items such as updated lamps or a small decor item.
- ☐ In children and teen bedrooms, make sure they are clean, organized, and decluttered.
- ☐ Make sure all closets are organized. Pack up off-season clothing so the closet doesn't look over stuffed.
- ☐ Keep doors to closets closed.

Pets

- ☐ Make sure pet beds and areas are freshly cleaned.
- ☐ Keep bowls clean and out of the way.
- ☐ Make sure all toys and accessories are organized or stowed out of site.
- ☐ Make sure cat boxes are clean and tucked away in a laundry room or garage.
- ☐ Make sure pets are removed from the home during showings and open houses.

Let Compass take the stress out of preparing your home for the market. Ask me about our Compass Concierge program.



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Outside

- ☐ Take a subjective look at the home's curb appeal. Make a list of anything that looks distracting, needs repair, or attention. This is a first impression and it's an important one.
- ☐ Make sure the exterior of home is freshly cleaned or painted.
- ☐ Give your front door special attention. Make sure it is clean or freshly painted or stained.
- ☐ Create an inviting entry way.
- ☐ Clear away all outdoor clutter.
- ☐ Sweep all walkways, patios, and decks.
- ☐ Remove moss.
- ☐ Pressure wash, stain, and paint decks.
- ☐ Make sure all outdoor furniture is clean and in good repair.
- ☐ Arrange furniture so it looks inviting.
- ☐ Check gutters and roof for dry rot, moss, and debris.
- ☐ Make sure roof is in good repair and clean.
- ☐ Make sure fences and gates are clean, freshly painted or stained, and in good working order.
- ☐ Consider having a professional come in and do a thorough landscaping clean up.
- ☐ Prune trees and bushes, remove weeds, fresh bark dust, and/or plant some fresh flowers (depending on the season).
- ☐ Lawn needs to be freshly cut, edged, fertilized, and green.
- ☐ Keep garbage cans in a good area; preferably out of site.

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