

PREPARING YOUR HOME FOR SALE



DE-CLUTTER Consider renting a storage unit or “borrowing” a friend’s spare room for storage while your home is listed. You’ll want to remove personal items and knick-knacks that could make an area seem smaller. Closet floors should be clear, shelves should have extra room, and pantries or cabinets should be sparsely stocked.



CLEAN How do your baseboards look? Buyers jump to conclusions when previewing homes and they may decide that neglected spider webs in the shed indicate a poorly maintained home. Try to look at your home with new eyes and tend to the areas that aren’t part of your normal cleaning regimen.



SMALL FIXES If it is broken, fix it. Simple things like torn screens, missing door stoppers or small holes in the wall can give buyers a bad feeling. You’ll be better off if buyers don’t have small items to nit pick when going through the house.



PAINT If you have bold or out-of-date colors in your home, consider investing in a coat of neutral paint for a better first impression.



TO STAGE OR NOT TO STAGE Staging is a crucial step in selling your home. It allows you to engage buyers by highlighting the best aspects of a house and allowing them to imagine a picturesque home life in the setting you create. Staging goes beyond de-cluttering and cleaning by rearranging or removing furniture, adding accents, and optimizing the flow of a house.

TIPS WHILE SHOWING YOUR HOME

- Keep a basket in your home for last-minute de-cluttering before a showing. Throw toys, laundry, and paperwork in the basket and put it in your car before leaving the home.
- Play soft, instrumental music and turn off the TV or radio.
- Fresh flowers, potpourri or fresh-baked cookies are inviting aromas that help the showing experience.



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