



## **STAGING CHECKLIST - EFFECTIVELY PREPARING YOUR HOME FOR SALE**

To prepare to sell your home at the best possible price and the shortest amount of time, we suggest presenting your house in a way that appeals to the majority of home buyers. Please keep in mind, the way you live in a home is different than the way you show a home that's for sale. Potential buyers walking through your home want to imagine themselves as the owner, to picture his or her things in the room. Buying a home is an emotional decision, and you want potential buyers to make an emotional connection with your home by being able to see themselves in it. In our team's opinion, these are the items that can be undertaken to enhance market value and shorten time on market:

### **GENERAL COMMENTS:**

- Maintain the property in ready-to-show condition
  - Keep all curtains and blinds open during the day to let in all light and views
  - Set optimal lighting for and temperature controls for showing
  - Keep all surfaces clean and remove odors
  - Pack up all valuables and medications
  - Leave the home during showings to enable buyers to be more comfortable
  - Secure pets or take them with you
  - Remove rugs to show off hardwood floors
  - Professionally refinish hardwood floors
  - Professionally clean carpets
  - Replace carpets
  - Paint interior walls with neutral colors
  - Replace all burned out light bulbs
  - Increase the wattage of bulbs in dark hallways and corners
  - Lamps with adequate bulbs in dark corners and turned on for showings
  - Repair and repaint cracks on all walls and ceilings
  - Repair or replace broken light switches and switch plates - Clean any dirty areas around them
  - House plants need to be pruned, replaced or eliminated
  - Fireplaces need to be cleaned out, glass doors should be cleaned, fresh wood placed on grate
  - Mantels and hearths need to be cleared off except for a very few necessary items
  - Remove clutter and furnishings to create more space
  - Rearrange furnishings or move furnishings from room to room as needed to create more space
  - Pack up collections
  - Reduce the number of books on bookshelves
  - Reduce the number of family photos
  - Reduce the number of wall-hung photos and paintings
  - Rearrange artwork at eye level
  - Wash all windows and window screens inside and out
  - Install new windows (if failed)
  - Repair items that are broken
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## STAGE OUTSIDE OF YOUR HOME FOR CURB APPEAL

### Trim and House Paint:

- Repaint the house (if needed)
- Repaint the doors and trim (if needed)
- \_\_\_\_\_

### Entryway:

- Clean and organize
- Consider adding simple, hearty plants or flowers that are brightly colored and welcoming
- \_\_\_\_\_

### Decks, Porches and Patios:

- Sweep all walkways and patios, porches or decks
- Repair cracks in the driveway and sidewalks
- Decks pressure-washed, stained or painted
- Clear patios or decks of small items
- Arrange outdoor furniture and consider place settings
- \_\_\_\_\_

### Roofs:

- Check gutters and valleys - Make sure they are swept and cleaned
- \_\_\_\_\_

### Fences:

- Repair broken fences and gates and paint or stain, if necessary
- \_\_\_\_\_

### Landscaping:

- Keep your lawn freshly cut, edged, and fertilized during the growing season
- Prune bushes and trees - Keep plants from blocking windows
- Remove any dead plants, weed all planting areas and put down fresh mulching material
- Remove all unnecessary objects
- \_\_\_\_\_



## STAGE INSIDE YOUR HOME

### Great Room, Living Room, Family Room, Den:

- Clear off all coffee and end tables leaving only limited décor
- Reposition sofas, tables, and chairs to enhance the room size and walking areas
- \_\_\_\_\_

### Dining Room, Breakfast Nook:

- Remove extra leaves from tables
- Remove extra chairs from tables
- Clear off dining table, consider place settings
- \_\_\_\_\_

### Kitchen:

- Keep the kitchen sink clean and empty on a daily basis
- Keep all soaps, sponges, and cleaning supplies out of sight under the sink
- Empty the garbage regularly to reduce odors
- Clean the stovetop, oven, all exhaust fans, filters, hoods, tile and grout
- Clear refrigerators of magnets, pictures, messages, etc.
- Clear all unnecessary objects from the kitchen countertops leaving only a very few items you use on a daily basis
- Clean and organize the pantry, cabinets and drawers
- Consider replacing appliance(s), if needed
- Consider remodel, if very dated
- \_\_\_\_\_

### Bedrooms:

- Clear off bedside tables, dressers, etc. except for a very few necessary items
- Remove or hide extra books and magazines
- Renovate Master Bedroom(s)
- \_\_\_\_\_

### Closets:

- Keep closet doors closed
- Organize room closets and store out-of-season clothes
- Walk-in closet - keep the floor clean and free of laundry and clutter
- Create open spaces in each closet
- \_\_\_\_\_

### Laundry Rooms:

- Put soaps and supplies in cupboards
- Keep counters and sink clean and empty
- \_\_\_\_\_

### Bathrooms:

- Clear off all surfaces
- Put toiletries in drawers or cabinets and only keep a few necessary items out
- Have a bottle of hand soap or a clean bar of soap next to the sink
- Coordinate towels and fold on towel racks

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- Clear all items out of shower stalls and tubs except for necessities
- Hide garbage receptacles and cleaning supplies out of sight
- Clean or replace the shower curtain
- Repair any cracking or peeling areas and clean any moldy areas
- Paint if necessary
- Tubs and showers may need fresh caulking around the edges
- Consider remodel, if dated or rough
- \_\_\_\_\_

## **Garage:**

- Sweep out and organize
- Keep storage in garage neat
- Remove items from the garage and store them off site
- \_\_\_\_\_

## **Other:**

- Consider a professional home inspection\* to see if any repairs are needed
- Consider professional home staging
- \_\_\_\_\_

\*A pre-listing home inspection may reduce the repeated negotiations during transactions and will inform the owner/seller of the condition of their home, especially in areas where typical owners do not visit, i.e., the roof, under the home, etc... The Jones Group @ Sunriver Realty will reimburse owners at close of escrow the cost of pre-listing inspections up to \$500.00. Please ask us about this.

Note: buyers are encouraged to obtain their own inspections during the home inspection contingency as they may not rely upon inspections obtained by and paid for by another party. However, you, the seller, will know the condition of your home going into negotiations.

*The Staging Checklist is used to provide recommendations based on the opinion of the brokers on The Jones Group @ Sunriver Realty team on preparing your home for sale. These brokers have no existing interest in this property, and have no contemplated interest unless otherwise stated. These brokers have no certification as professional home stagers. If desired, the property owner should hire the services of a competent home staging professional.*