

## Tips, Tricks, and Staging!

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*No secrets here! There are a few inexpensive and free things you can do to help sell your home faster and for more money!*

1. Pack up your clutter! **Clutter** makes your house feel small. How you live in your house is very different from how you sell your house. Use two plastic totes and pack it up... your first efforts at packing to move!
2. **Touch up!** Get a crayola child's paintbrush, a can of your woodwork/door paint or stain and touch up nicks, scuffs, etc. It takes about 30 minutes to roam your house making these touch ups and when you are done – you can pitch the brush for an easy cleanup!
3. Touch up walls! Same as above – except buy a small roller about 3 inches wide and use a plate to pour out your wall paint on. Paint over the **dings and scrapes** – but be sure to paint an area 3x as big so that the paint readily blends.
4. You may love your pink polka dot room with shag green carpet – as nostalgic...but most of the buyers won't. **Neutralize it!**
5. **Mulch!** Whether winter or summer – adding a fresh layer of mulch to your landscape beds and around trees/shrubs makes your house glow! If it is planting time – adding a few flowers for color also helps. If you have overgrown shrubs – prune them. It makes your house look younger!
6. **Front door!** Give this space very special attention. Start at your drive way...pull up in your imaginary car. How does it look? Lightbulbs need replacing? Now, walk to the front door via the same path a buyer takes. Is the overgrown shrub attacking you? Hit your doorbell – is it rusted or not working? Front door paint look great? Door handles rusted or peeling? Cobwebs and scary bugs lurking? Shine it up – this is the buyers first impression of your home.
7. **Kitchens** – truly the heart of the home! Clear off your refrigerator – clean off your counters. Make it look like you don't have enough stuff to fill up this big house! Give this room a good cleaning. Take out the trash, windex the kitchen window (when's the last time you did that?) Clean your oven (not during a showing), fix any broken drawers, swap out your cabinet knobs for something more current.
8. **Add feature cards.** If your realtor doesn't do it – you can add little 4x4 feature cards to features in your house that might get overlooked. Put one on the new furnace – stating its efficiency level. Add one to the back door – highlighting the firepit you enjoy so much. Anything that might be easily missed but that you value – highlight it. Email me for a sample template of the cards. mcabfall@msn.com



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