



SHANNON REPPARD HOME STAGING

Setting the Stage to Sell: Staging 101

- 1 Give the house a deep cleaning.
- 2 Make sure all light bulbs are clean; change out those that are burned-out or dim.
- 3 Leave all ceiling fans on the lowest setting during showings.
- 4 Repair and paint cracks on walls and ceilings.
- 5 Replace broken or mismatched switch plates.
- 6 Keep curtains and blind open during the day to let in light and views.
- 7 Pack up all valuable items to protect them. Pack up all collections.
- 8 Store all personal photos and any art that may display your names.
- 9 Reduce the number of books and other items on bookshelves, especially built-ins.
- 10 Reduce the number of wall-hung photos and paintings in every room to one large piece on a wall or small groups of three. Make sure they are hung at eye level.
- 11 Make sure that any traces of a pet living in the house (hair, odors, food, bowls, toys) are absent as well as traces of smoking (ash trays, etc.) are removed.
- 12 Repair items that are broken to show that you take care of your home.
- 13 Don't be afraid to move furniture or art from room to room.
- 14 Pack up the little things (including mail, etc.), which create clutter.
- 15 Empty the garbage regularly to prevent odors.
- 16 In the bathrooms, coordinate all towels using one or two colors and hang them neatly, folded in thirds. Keep the bathroom curtain partially open during showings.
- 17 Make sure nothing falls out of the closets, cabinets, or built-ins when opened. If this happens, items need to be removed to allow for and show empty space.
- 18 Clean out all closets. Move items on the floor to the top shelf or pack and store them. Push all hanging items to one side of the closet to show the space--closets should be $\frac{1}{3}$ - $\frac{2}{3}$ full. Store clothes to show off space.
- 19 Make sure the carpet is clean. If there are any stains, have it professionally cleaned.



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*Setting the Stage to Sell:
Showing To Do List*

Go through the following checklist before agents and buyers arrive to view your home:

- ☐ Open all curtains and blinds, unless otherwise advised.
- ☐ Turn on the lights and lamps, and set ceiling fans to low.
- ☐ Close garage doors. Leave closet doors cracked open (when applicable) to encourage potential homeowners to peek inside.
- ☐ In the bathrooms: Make sure all toilet lids are down and shower curtains are 1/3-1/2 open.
- ☐ Wipe down all surfaces (counters, furniture, sinks).
- ☐ Remove all trash from trash cans as well as evidence of any pets or activities such as smoking (ash trays, etc.). Remove or cover any dirty laundry.
- ☐ If possible, set out cut flowers from your yard in a vase in a central viewing spot.
- ☐ Position agent cards and fact sheets for your home in a prominent spot near the front door for agents and potential buyers to access easily.