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Preparing Your Home to Sell: It's All in the Staging



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Ah, the dog days of summer—one of the most relaxing and carefree seasons of the year. **For many people, this means enjoying a cold glass of lemonade on the patio, having cookouts with friends and neighbors, and a doing an array of outdoor activities.** With summer being one of the busiest times of year for the housing market, it can be a stressful season for those who are selling their house.

Having a home on the market is stressful not just because you might be anxious to sell it, but also because your home always needs to be in tip-top shape. That means no dirty dishes can be left in the sink after breakfast, no laundry baskets left out, no shoes on the stairs; the list goes on...

If you are in the process of or are considering putting your house on the market, my biggest advice is to clear the clutter to get the most for your house. **Invest some time and resources to help stage your home to sell and to make showing your home easier on you as well.**

Just a few simple changes can make a home more appealing to any buyer. It's a win-win situation because if you decide to stay, you will enjoy a fresh and clutter-free home as well.

The following are some tips to help prepare your home to go on the market:

1. Ask yourself: what is the purpose of each room in your house? Does its layout clearly reflect that purpose?

2. Box up clutter. Decorative boxes keep clutter under control without fuss. Put the boxes at locations throughout the home that attract the most clutter to make cleanup fast and easy.

3. Clear out excess photographs, collections, and decorative items. It's a matter of personal taste, and yours might not match the potential buyer's. **They cannot picture themselves in a home that is full of your personal items.**

4. Bring the outside in. **Keep some freshly cut flowers and/or plants in the house.**

5. Use fresh paint in neutral or soothing colors like sage green. **Recaulk discolored caulk areas or to fill holes.**

6. Group furniture so it is inviting and functional. **Do not keep all furniture against a wall. Also lay it out to feature focal points like a fireplace or large window.**

7. Make sure rooms have good lighting.

8. Make rooms appear larger by cutting down on excess furniture pieces. Take an extra leaf out of the dining room table. Take out one of the twin beds. Replace a couch with a loveseat in a small area.

9. Keep the house clean. This will help save precious time when you get the last-minute call from a real estate agent wanting to show your home to a potential buyer.



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