

Making the Most Of What you Already Have



General

- Neatness will overcome dated carpet, color of the paint and age of the roof.
 - When a home does not have clutter, the buyer's reaction is that the home is clean, well maintained and of the highest quality.
 - If you don't use it every day, pack it away!
 - Hanging plants are distracting to buyers.
- Get any large animals out of the home.
 - Window shades/blinds should be raised 9 inches from the top. All other window treatments should be completely open.
 - Have fresh-cut flowers in two areas if possible: Kitchen/dining room table & the master or main bathroom.
 - Define each room – if the dining room is being used as an office, convert it back into a dining room, etc.
 - Don't create a sterile environment- just focus on de-cluttering. You want to focus on uncovering as much floor space, wall space and surface space as possible without destroying the ambience, warmth and charm of your home.
 - Make sure there are light bulbs in each lamp and light fixture. Replacing bulbs with new ones will surprise you!

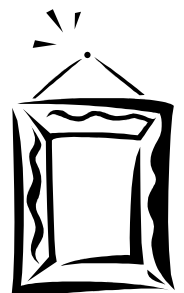


Floors

- Uncover as much floor space as possible without destroying the ambience, warmth and charm of your home.
- Create a 36-inch path everywhere you walk.
- No rugs on carpeted areas.
- Only two light, neutral rugs allowed on the floors, one at the entrance and one at the exit.
- Clean the carpets only if they are dirty. Otherwise, leave the carpet alone – if you change the carpet in on room, it will accentuate any negatives of the carpeting in the other rooms.
- No more than 3 or 4 objects on the floor in any room – this includes the furniture.
- No furniture in hallways.

Walls

- Uncover as much wall space as possible without destroying the ambience, warmth and charm of your home.
- Pictures should be at 60 inches high at the center-eye level for the average person.
- No pictures on the walls in hallways.



Closets

- Pay particular attention to the Master Bedroom closet – nothing should be on the floor (clothes, boxes, etc.).

Surface Areas

- Uncover as much surface area on counters, cupboards, vanities, dressers, coffee tables, etc. Without destroying the ambiance, warmth and charm of your home.
- No more than 3 or 4 objects on any surface – counter top, dresser, coffee table, etc.
- No objects taller than 9 inches on any surface, unless it is a lamp.
- Bookshelves – nothing should be horizontal on a bookshelf, everything should be vertical unless it is a bookend.
- Nothing on top of the TV, commode, stereo speakers, etc.

Outside

- Should be able to walk under each tree without hitting a branch.
- Front door should be in good condition and inviting, neat and clean.
- Shrubs should be trimmed.



Storage

- All miscellaneous items should be boxed.
- All boxes should be stored in the basement or garage.
- Boxes should be placed around the perimeter of the basement or garage from the floor to the ceiling if necessary.

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