



ORGANIZATION...

One key to Sell Your Home Fast!

SAY GOODBYE:

- Say to yourself “This is not my home; it is a house – a product to be sold.”
- Let go of your emotions and focus on the fact that soon this house will no longer be yours.
- Picture yourself handing over the keys and envelopes containing appliance warranties to the new owners.
- Say goodbye to every room and don’t look back.
- Look to the future.

LET GO OF CLUTTER:

- Hiding your home’s good features behind piles of clutter will only make it harder for buyers to fall in love with your home.
- The more clutter you have the smaller your home feels. You want the buyer to feel like there is plenty of space to put all the stuff they own so take a step back and objectively look at all the items displayed in your home.
- Box up anything you will not be using over the next few months such as holiday decorations, seasonal clothes, sport equipment, etc. Send it to a storage facility.
- Remove pieces of furniture that look less than perfect or make a room feel crowded.
- Remove furniture that blocks or hampers paths and walkways and put them in storage.
- Remove extra leaves from your dining room table to make the room appear larger.
- Remove excess books from bookcases and pack up those knickknacks.

PREPARING THE MASTER BEDROOM:

- The master bedroom is the 2nd most appealing room to the buyer after the kitchen.
- Remove clutter. If you don’t need it, store it or pitch it!
- Arrange or remove furniture to maintain good traffic flow through the room.
- Buyers will open closets. Think of the message it sends if everything falls out!
- Show the true size of closets by removing or packing items that can be stored (or given away) like off season clothes.
- The closet is one area where it can pay to spend money installing a closet organizing system. Once installed, do not pack out the closet. Refill it with just enough so the closet looks organized and not cluttered.
- Hang shirts together, buttoned and facing the same direction and line up shoes.

PUT YOURSELF IN THE BUYER’S

SHOES:

- A buyer walks through your home looking for potential problems so examine every inch of your home before it goes on the market.
- Concentrate on repairs, cluttered spaces and anything that appears less than clean.
- Be careful if redecorating. It is best to stick to fresh paint in very neutral colors and present a sparkling clean house without the redecorating expense.

PREPARING THE KITCHEN:

- Keep the oven and stove spotless and in perfect working condition.
- Put away all countertop appliances not used on a daily basis.
- Reorganize the pantry and remove all excess food and dishes. Ensure the space looks airy and spacious.
- Clean off all counter tops.
- Remove excess dishes from cabinets.
- Neatly stack remaining dishes and turn coffee cup handles the same direction.

PREPARING THE DEN/LIVING ROOM:

- Remove clutter from bookshelves and curio cabinets if they are overflowing with books and knick-knacks.
- Keep furniture at a bare minimum so that traffic flow is easier and the room does not appear smaller than it actually is.
- Open curtains.

REMOVE PERSONAL ITEMS:

- One of the first things you must do is depersonalize your home.
- Remove all jewelry and other small valuable items from plain sight so nothing comes up missing.
- Pack away pictures of you and your family because you want the buyer to feel like this could be their home. If they see pictures of you and your family, it is hard for them to visualize themselves living there.

PREPARING THE GARAGE:

- Sell, giveaway or toss unnecessary items.
- Tidy the workbench.
- Hang tools on peg boards.
- Install racks to get bicycles off the floor.
- Clean oily cement floors.

PREPARING THE BASEMENT AND ATTIC

- Sell, giveaway or toss unnecessary items.
- Pack away anything you’re going to move and store it off site.
- Put smaller items into closed containers and store the containers on shelves.