



STAGING AND PREPARATION TIPS

PREPARING YOUR HOME FOR SALE

First impressions are important when it comes to selling a home. Many buyers decide within two minutes whether or not they like a property; and they start forming their opinions before they ever walk in the door!

The exterior of your home is the first thing the buyer sees. A little time and effort can give you the competitive edge needed to help your property sell quickly.

“Many buyers now preview homes by car. And if the exterior of your home appears to be in ill repair, it could easily be crossed off a house-hunter’s list.” — *A Clean, Well-Lighted Place Sells Quickly, The Oregonian, '99*

THE EXTERIOR

THE GROUNDS CHECKLIST:

- ☐ Lawn well-manicured, flowerbeds weeded, leaves raked
- ☐ Shrubbery trimmed, dead trees / plants removed
- ☐ Debris disposed of, toys / lawn equipment stored out of sight
- ☐ Windows, storm windows and screens clean and functional
- ☐ Gutters, downspouts and roof clean and in good repair
- ☐ Any loose banisters tightened, steps cleared off
- ☐ Fences / gates are upright and work correctly
- ☐ Mailbox clean and functional
- ☐ No leaky faucets outside
- ☐ Any dry rot issues repaired
- ☐ Walkways, driveways, steps, paths clean and in good repair
- ☐ Porches clean and in good repair
- ☐ Proper vapor barrier in place under the house with no debris, dampness or standing water
- ☐ Any extra vehicles removed from the premises
- ☐ Plants you intend to take with you should be removed or tagged and referenced as not included in listing
- ☐ Dryer vent is in place, cleaned out and working properly
- ☐ Fire and carbon monoxide alarms are up to code and working

FACADE CHECKLIST:

- ☐ Doorbell and front lights are in good working order
- ☐ Front door is cleaned and painted / stained
- ☐ Attractive color spots / hanging baskets
- ☐ Exterior paint is in good shape
- ☐ **Any cigarette butts removed from premises**

THE GARAGE & OUTBUILDINGS CHECKLIST:

- ☐ Ceiling is swept for cobwebs
- ☐ Floors swept and oil spills cleaned
- ☐ Garage doors work well and are hung straight
- ☐ **Make sure you and your guests don't smoke in the garage or house and that all cigarette damage is addressed**
- ☐ Consider painting the garage walls
-- It makes a big impact because it's so rarely done



NOTE: All painting must be done neatly in order to have a positive impact.

Interior dirt and clutter can obscure your property's amenities. Start with a full house cleaning from top to bottom.

THE INTERIOR

THROUGHOUT THE HOUSE CHECKLIST:

- ☐ Half of everything (in the closets, drawers, cabinets, attic, basement, garage, etc.) has been removed
- ☐ Ceilings swept for cobwebs; house and furnishings dusted
- ☐ Clutter, knick-knacks and collections removed
- ☐ Cracked walls or ceilings repaired
- ☐ Paint / stain is in good order -- If repainting use neutral shades
- ☐ Woodwork / wallpaper clean and in good repair
- ☐ Window sills, banisters, and door jams cleaned
- ☐ Walls, doors, electrical plates clean and free of smudges or damage
- ☐ Any loose cabinet / doorknobs repaired. Windows, drawers, or doors that squeak or stick are easy to open and close securely
- ☐ Leaky faucets or clogged drains repaired. Toilets, sinks, showers tubs, cleaned and de-stained. Caulking redone if stained or missing.
- ☐ Shower doors / curtains cleaned or replaced
- ☐ All lights in good order; burned out bulbs replaced
- ☐ Any loose banisters tightened, any steps cleared off
- ☐ Any fireplaces / woodstoves cleaned
- ☐ Flooring cleaned / waxed / polished -- badly worn floors replaced
- ☐ Curtains / drapes / blinds cleaned
- ☐ Items you intend to take with you (light fixtures, curtains and rods, etc) should be removed or tagged and referenced as not included in listing
- ☐ Badly worn furniture removed

- ☐ Set out 1-2 decorative towels; tuck away the towels you use
- ☐ **Make sure you or your guests DON'T SMOKE anywhere inside**
- ☐ Address all cigarette damage -- Take steps to remove smoke odors from the home (Ask your Realtor® for the "Smells Don't Sell" tips or download them yourself at www.smokefreeoregon.com)

KITCHEN CHECKLIST: The most important room in the house for many buyers. Make it bright and attractive:

- ☐ Consider replacing old / worn countertops or flooring
- ☐ Any dull or outdated cabinets painted / stained -- update knobs if needed
- ☐ All appliances, cupboards, closets, pantries, and drawers cleaned inside and out
- ☐ Half of everything (appliances and knick-knacks) removed from counters and pantry
- ☐ Ventilation hood cleaned

YOU MIGHT CONSIDER:

- ☐ Painting walls and replacing floor coverings if cleaning doesn't do the trick
- ☐ Softening an unattractive view by adding interior shutters, sheers, glass shelves with colored bottles, or hanging plants



Information provided by Fair Housing Council of Oregon and Oregon Smokefree Housing Project with restoration tips from Kennedy Restoration and support from the Tobacco Prevention and Education Program, Oregon Health Authority.

Visit www.smokefreeoregon.com/buyingandselling for additional information.

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