

# make your house center "stage" for buyers

## 8 tips for staging your home

In today's real estate market, a seller must do all they can to have their house stand out from the competition. How it shows to a prospective buyer can make or break the sale. Consider these tips for staging your home:

### 1. Consider hiring a professional stager

Home owners have difficulty seeing their home objectively. Consequently, you may want to consider investing in a professional stager to make your house shine. Consult with your REALTOR about local staging professionals.

### 2. Start with a clean slate

Do a thorough cleaning right down to the nitpicky details like wiping down light switch covers. Deep clean and deodorize carpets and window coverings.

### 3. Stow away your clutter

It's harder for buyers to picture themselves in your home when they're looking at your family photos, collectibles, and knickknacks. Pack up all your personal decorations, but don't make it barren. Leave a choice selection of lamps, plants, books out to maintain a lived-in look.

### 4. Scale back on your furniture

When a room is packed with furniture, it looks smaller, which will make buyers think your home is less valuable than it is. Make sure buyers appreciate the size of each room by removing one or two pieces of furniture.



### 5. Rethink your furniture placement

Highlight the flow of your rooms by arranging the furniture to guide buyers from one room to another. In each room, create a focal point on the farthest wall from the doorway and arrange the other pieces of furniture in a triangle around the focal point.

### 6. Add color to brighten your rooms

Brush on a fresh coat of warm, neutral-color paint in each room. Then accessorize. Adding a vibrant afghan, throw, or accent pillows for the couch will jazz up a muted living room, as will a healthy plant or a bright vase on your mantle.

### 7. Set the scene

Create vignettes throughout the home—such as a chess game in progress, setting your dining room table with dishes and a centerpiece—to help buyers envision living there.

### 8. Make the entrance grand

Mow your lawn and trim your hedges, and turn on the sprinklers for 30 minutes before showings to make your lawn sparkle. If flowers or plants don't surround your home's entrance, add a pot of bright flowers. Top it all off by buying a new doormat and adding a seasonal wreath to your front door.



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