

**Brown Harris Stevens**

# What can you do now to prepare?

**PRO TIP** Most untrained eyes look at the furnishings and décor first, subconsciously influencing the buyers mood before they even see the fundamentals of a space. Staging and prep is always a smart investment.

## **HERE'S MY CHECKLIST OF THINGS YOU CAN DO FOR MINIMAL COST**

- Everything should be cleaned thoroughly.
- Tidy up- Clutter confuses buyers and distracts them from the positive qualities of the space.
- Windows professionally cleaned.
- Repaint dirty or smudged walls.
- Replace any cracked glass panes, windows or mirrors.
- RegROUT floor and wall tiles. Consider reglazing old shower/ bathtubs/sinks if finish damaged.
- Scented candles near entry/bathroom.
- Fresh flowers or plants.
- Doorbell/knocker should be new and working perfectly.
- Replace old bulbs with incandescent & add dimmers.
- Outlet covers/light switches- new and modern change the feel for a few dollars each.
- Has there been water damage? Any signs of damage will have to be addressed.
- Considering a Kitchen or Bath renovation? - these should be addressed case by case, but move in condition is a must for most buyers since Covid. There are simple ways to renovate with minimal budget and time. A new countertop, painted cabinets and updated hardware is a simple fix in many cases.
- Update lighting- replace floor lamps with sconces or add LED in the ceiling/soffit. No fluorescent lights!
- Bad views?- Artwork can often substitute for a view. Strategically placed mirrors near small windows help, as well as window boxes.
- Refinish floors- it goes a long way, and for minimal cost compared to what you'll gain.
- Remove as much from tables, desks and shelves- especially Kitchen. Opt instead for simple/smart accessories to warm things up- fruit bowl, vase, sleek coffee machine, etc...



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